THE
INDUSTRIAL ARTS INDEX

1941

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THE
INDUSTRIAL ARTS INDEX

TWENTY-NINTH ANNUAL VOLUME

1941

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING, TRADE AND BUSINESS PERIODICALS, BOOKS AND PAMPHLETS

EDITED BY
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PREFACE

The twenty-ninth annual volume of the Industrial Arts Index is a cumulation of the monthly issues published from December, 1940, thru November, 1941. In the list of magazines indexed, the French and German titles have been retained, altho no French periodicals have been received since the beginning of the war, and no German periodicals since June, 1941. It is hoped that the indexing of these periodicals will be included later. Société des Ingénieurs Civils de France, Mémoires, and Chemische Fabrik are permanently dropped from the list. Eighteen periodicals, not previously included, are indexed in this volume. If these periodicals began a new volume number in the last half of 1940, the indexing is carried back to the beginning of the new volume. The added titles are as follows: Acoustical Society of America, Journal; American Institute of Banking, Bulletin; Ceramic Industry; Diesel Power and Diesel Transportation; Industrial Marketing; Industrial Medicine; Journal of the Aeronautical Sciences; Journal of Chemical Physics; Journal of Retailing; Machine Design; Modern Packaging; Paint, Oil and Chemical Review; Petroleum Engineer; Photo Technique; Soap and Sanitary Chemicals; Society of Motion Picture Engineers, Journal; Technology Review; Welding Journal.

Photo Technique has been merged with American Photography and will continue to be indexed in 1942 under its new name. Printers' Ink and Printers' Ink Monthly have been consolidated in a weekly publication of standard size.

In addition to the indexing of the listed periodicals, this volume contains subject entries for numerous bulletins, reports, and pamphlets on topics which the indexed periodicals cover. It contains also subject entries for 2553 books which have been listed first in the monthly Index, in the section "Some Recent Book Titles" before becoming a part of the main alphabet.

M. E. P.

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List of Periodicals Indexed

Acoustical Soc Am J—Journal of the Acoustical Society of America. $6. q American Institute of Physics, 175 Fifth Av, New York (1v:Jl v13;i-s)
Indexing began July 1940 v 12, no 1

Adv & Sell—Advertising and Selling. $2; single numbers 25c. m Robbins Pub. Co, Inc, 9 E 38th St, New York (1v:Ja v34;i-none)
Changed to monthly beginning January, 1938
Extra Mid-February issue

Advanced Management—Advanced Management. $6. q Society for the Advancement of Management, Inc. 29 W 39th St, New York (1v:Ja v6;i-l)
Formerly Society for the Advancement of Management Journal, a bi-monthly

Aero Digest—Aero Digest. $3; single numbers 35c. m Aeronautical Digest Pub. Corp, 515 Madison Av, New York (2v:Ja,Jl v38-39;i-s)
Absorbed Aviation Engineering beginning July, 1933

Am Arch. See Arch Rec

Am Assn of Textile Chemists and Colorists. Proceedings. Published in American Dyestuff Reporter

Am Assn Pet Geologists Bul—Bulletin of the American Association of Petroleum Geologists. $15; single numbers $1.50. m American Association of Petroleum Geologists, Inc. 708 Wright Bldg, Tulsa, Oklahoma (1v:Ja v25; i-s)

Am Bankers Assn J. See Banking

Am Bld—American Builder and Building Age. $2; single numbers 25c. m Simmons-Boardman Pub. Corp, 30 Church St, New York (1v:Ja v63;i-none)

Am Business—American Business combined with System. $3; single numbers 35c. m Dartnell Publications, Inc, 4660 Ravenswood Av, Chicago (1v:Ja v11;i-none)
Indexing began August 1935 when it was combined with System

Am Cer Soc Bul—Bulletin of the American Ceramic Society. $1.50; single numbers 25c. m American Ceramic Society, 2525 N High St, Columbus, Ohio (1v:Ja v20;i-s)

Am Cer Soc J—Journal of the American Ceramic Society. $15; single numbers $1.50. m American Ceramic Society, 2525 N High St, Columbus, Ohio (1v:Ja v24;i-s)

Am Chem Soc J—Journal of the American Chemical Society. $8.50. m Charles L. Parsons, sec, 1155 16th St, N.W, Washington, D.C. (1v:Ja v63;i-s)

Am Concrete Inst J—Journal of the American Concrete Institute. $7.50; single numbers $1.50. 6 times a year (S, N, Ja, F, Ap, Je) American Concrete Institute, 7400 Second Blvd, Detroit, Mich. (1v:S v13;i-l)
Began publication as v 1 (Proceedings, v 26) November, 1929

Am Dyestuff Rep—American Dyestuff Reporter. $5; single numbers 50c. bi-w Howes Pub. Co, 440 4th Av, New York (1v:Ja v30;i-s)
Includes Proceedings of American associations of textile chemists and colorists

Am Gas Assn Mo—American Gas Association Monthly. $3. m (bi-m Jl-Ag) American Gas Assn, Inc, 420 Lexington Av, New York (1v:Ja v23;i-l)

Am Gas Assn Proc—American Gas Association Proceedings. Annual conventions. Proceedings. annual American Gas Association, Inc, 420 Lexington Av, New York (22d annual convention, 1940)

Am Gas J—American Gas Journal. $2; single numbers 25c. m American Gas Journal, Inc, Dodge Bldg, 53 Park Pl, New York (2v:Ja, Jl v154-155;i-l)

Am Inst Banking Bul—Bulletin of the American Institute of Banking. $1; single numbers 25c. q American Bankers Assn, American Institute of Banking Section, 22 E 40th St, New York (1v:Ja v23;i-r)

Am Inst Chem Eng Trans—American Institute of Chemical Engineers. Transactions. $10; single numbers $2. bi-m American Institute of Chemical Engineers, 50 E 41st St, New York (1v:F v37;i-s)
Changed from a quarterly to a bi-monthly beginning February 1938

Am Inst E E J. See Elec Eng

Am Inst of Mining and Metallurgical Engineers. See Min & Met

Am J Sci—American Journal of Science. $6; single numbers 60c. m American Journal of Science, New Haven, Conn. (1v:Ja v239;i-s)

Am Mach—American Machinist. $5; single numbers 35c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v85;i-r)

Am Pet Inst Proc—American Petroleum Institute Proceedings. 50 W 50th St, New York (21st annual meeting, 1940, v21, pts 1,3,4; 11th mid-year meeting, 1941, v22[M] pts 1, 3, 4)

Am Soc C E Proc—Proceedings of American Society of Civil Engineers. $8; single numbers $1. m (except Jl and Ag) American Society of Civil Engineers, 33 W 39th St, New York (1v:Ja v67;i-s)

Am Soc for Metals Trans—Transactions of the American Society for Metals. $5; single numbers $2. q American Society for Metals, 7301 Euclid Av, Cleveland, Ohio (1v:Mr v29;i-r)
Formerly Transactions of American Society for Steel Treating

Am Soc Heat & V E J. See Heating-Piping

Am Soc M E J. See Mech Eng

Am Soc Steel Tr Trans. See Am Soc for Metals Trans

Am Soc T M Proc—American Society for Testing Materials. Proceedings. annual American Society for Testing Materials, 260 S Broad St, Philadelphia (1v:v40)

Am Statis Assn J—Journal of the American Statistical Association. $6; single numbers $1.50. q American Statistical Association, 1626 K St, N.W., Washington, D.C. (1v:Mr v36; i-s)

Am Water Works Assn J—Journal of the American Water Works Association. $7; single numbers 75c, to members 50c. m American Water Works Assn, 22 E. 40th St, New York (1v:Ja v33;i-l)

Angew Chemie—Angewandte Chemie. RM 38; single numbers RM 1.70 bi-w Verlag Chemie, G. m. b. H, Woyrschstrasse 37, Berlin W 35, Germany (1v:Ja v54;i-l)
Indexed thru June 7, 1941

Publications of societies, institutions, etc. are listed under the names of the organizations.
i-l=index sent loose; **i-r=index sent upon request; i-s=index stitched in volume.**

Ann Am Acad—Annals of the American Academy of Political and Social Science. $5; single numbers $2. bi-m American Academy of Political and Social Science, 3457 Walnut St, Philadelphia (6v:Ja,Mr,My,Jl,S,N v213-218;i-s)

Arch Forum—Architectural Forum. $4; single numbers $1. m Time, Inc, 330 E 22d St, Chicago (2v:Ja,Jl v74-75;i-r)

Arch Rec—Architectural Record combined with American Architect and Architecture. $3; single numbers $1. m F. W. Dodge Corp, 115 W 40th St, New York (2v:Ja,Jl v89-90;i-s)

Purchased American Architect and Architecture, March 1938

Assn of Sp Lib & Inf Bur Proc—Association of Special Libraries and Information Bureaux Proceedings. 5s. annual Association of Special Libraries and Information Bureaux, 31 Museum St, London, W.C. 1

Not published in 1941

Automobile Eng—The Automobile Engineer. 37s 4d; Canadian subs 34s 1d; single numbers 2s 6d. m The Automobile Engineer, Dorset House, Stamford St, London, S.E. 1 (1v:Ja v31;i-r;cost 6d)

Extra motor show review number published in November

Automotive Ind—Automotive Industries. $1; single numbers 25c. s-m Chilton Co, Chestnut & 56th Sts, Philadelphia (2v:Ja,Jl v84-85;i-none)

Changed to semi-monthly beginning May 1, 1939

Aviation—Aviation. $3; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v40;i-none)

Bankers M—Bankers Magazine. $5; single numbers 50c. m Bankers Publishing Co, 465 Main St, Cambridge, Mass. (2v:Ja,Jl v142-143;i-r)

Bankers Mo—Bankers Monthly. $5; single numbers 50c. m Rand McNally & Co, 536 South Clark St, Chicago (1v:Ja v58;i-none)

Formerly Rand McNally Bankers Monthly

Banking—Banking; Journal of the American Bankers Association. $3; single numbers 25c. m American Bankers Association, 22 E 40th St, New York (1v:Jl v34;i-r)

Formerly American Bankers Association Journal

Barron's—Barron's. $10; single numbers 25c. w Barron's Pub. Co, Inc, 44 Broad St, New York (1v:Ja v21;i-r)

Bell System Tech J—Bell System Technical Journal. $1.50; single numbers 50c. q American Telephone and Telegraph Co, 195 Broadway, New York (1v:Ja v20;i-l)

Blast F & Steel Pl—Blast Furnace and Steel Plant. $2; single numbers 50c. January and August numbers $1 ea. m Steel Publications, Inc, Thaw Bldg, 108 Smithfield St, Pittsburgh, Pa. (1v:Ja v29;i-r)

Boston Soc C E J—Journal of the Boston Society of Civil Engineers. $4; single numbers $1. q Boston Society of Civil Engineers, 715 Tremont Temple, Boston (1v:Ja v28;i-s)

Brick & Clay Rec—Brick and Clay Record. $5; single numbers 50c. m Industrial Publications, Inc, 59 E Van Buren St, Chicago (2v:Ja,Jl v98-99;i-s)

Burroughs Clearing House—Burroughs Clearing House. m Burroughs Adding Machine Co, Second Blvd. and Burroughs Av, Detroit, Mich. (1v:O v26;i-none)

Bus Transportation—Bus Transportation. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v20;i-s)

Business Week—Business Week. $5; single numbers 20c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Can Chem & Process Ind—Canadian Chemistry and Process Industries. $4; single numbers 40c. m Westman Publications, Ltd, 366 Adelaide St, West, Toronto, Ont. 2; United States agents, Macintyre & Simpson, 75 E Wacker Drive, Chicago (1v:Ja v25;i-r)

Formerly Canadian Chemistry and Metallurgy

Can Eng R & B—Canadian Engineer: Roads and Bridges. $2; $3 in U. S; with Water and Sewage section $3; $4.50 in U.S. m Monetary Times Printing Co. of Canada, Ltd, 341 Church St, Toronto, Ont. 2 (1v:Ja v79;i-none)

Can Eng W & S—Canadian Engineer: Water and Sewage. $2; $3 in U.S; with Roads and Bridges section $3; $4.50 in U.S. m Monetary Times Printing Co. of Canada, Ltd, 341 Church St, Toronto, Ont. 2 (1v:Ja v79;i-none)

Can Min J—Canadian Mining Journal. $3. m National Business Publications, Ltd, Gardenvale, Que. (1v:Ja v62;i-s)

Cer Ind—Ceramic Industry. $4; single numbers 50c. m Industrial Publications, Inc, 59 E Van Buren St, Chicago (2v:Ja,Jl v36-37;i-s)

Chem Age (Lond)—The Chemical Age. 26s; single numbers 6d. w Benn Brothers, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4 (2v:Ja,Jl v44-45;i-r)

Chem & Ind—Chemistry and Industry. £2 10s. single numbers 1s 9d. w Society of Chemical Industry, Royal School of Mines, Prince Consort Rd, South Kensington, London, S.W. 7 (1v:Ja v60;i-r)

Published as section of Journal of the Society of Chemical Industry until 1937

Subscription price including Journal of the Society of Chemical Industry and Abstracts £4 10s

Chem & Met Eng—Chemical and Metallurgical Engineering. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v48;i-s)

Chem Ind—Chemical Industries. $3; single numbers 35c. m Tradepress Pub. Corp, 522 Fifth Av, New York (2v:Ja,Jl v48-49;i-l)

Published twice in October; second issue, Buyer's Guidebook number

Chem R—Chemical Reviews. $9. ($7 to members of American Chemical Society) bi-m Williams & Wilkins Co, Mount Royal and Guilford Avs, Baltimore, Md. (2v:F,Ag v28-29;i-s)

Chem Soc J—Journal of the Chemical Society. £3 10s. m S. E. Carr, The Chemical Society, Burlington House, Piccadilly, London, W. 1 (without vol no;i-l)

Chemische Fabrik—Die Chemische Fabrik. RM 24; single numbers RM 1.35 bi-w Verlag Chemie, G.m.b.H. Woyrschstrasse 37, Berlin W 35, Germany (1v:Ja v 13;i-s)

Indexed thru 1940. No further numbers to be indexed

Chimie & Ind—Chimie & Industrie. $30; single numbers $2.50. s-m Société de Chimie Industrielle, 28 Rue Saint-Dominique, Paris, France (1v:Ja v43;i-r)

No numbers received after May 1940

Civil Aero J—Civil Aeronautics Journal; Issued twice monthly by the Civil Aeronautics Administration. $1; single numbers 5c. s-m Superintendent of Documents, Washington, D.C. (1v:Ja v2;i-s)

Formerly Air Commerce Bulletin

Civil Eng—Civil Engineering. $5; single numbers 50c. m American Society of Civil Engineers, 33 W 39th St, New York (1v:Ja v11; i-s)

Coal Age—Coal Age. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v46;i-s)

Comm & Fin Chr—Commercial & Financial Chronicle. $26; single numbers 60c. w William B. Dana Co, 25 Spruce St, New York (2v:Ja, Jl v152-153;i-l)

Combined with Security Dealers Weekly Financial Reporter, September 4, 1941, when it changed to a three times a week publication and began a new volume, v 154

Comp Air M—Compressed Air Magazine. $3; single numbers 35c. m Compressed Air Magazine Co, Phillipsburg, New Jersey (1v:Ja v46; i-r)

Concrete—Concrete. $2; mill ed. $3; single numbers 40c. m Concrete Pub. Corp, Daily News Plaza, 400 W Madison St, Chicago (1v:Ja v49;i-s)

Consumers' Research Bul (Gen bul ser)—Consumers' Research Bulletin (Not Confidential). $1. q Consumers' Research, Inc, Washington, New Jersey (1v:O v11;i-s)
Beginning October 1941, the Bulletin was combined with Consumers' Digest [discontinued with June, 1941, issue], dropped the numbering of General Bulletin Series and continued the volume number of the Digest [volume 9]. It is non-confidential and is published 9 times a year, October thru June, $2; single numbers 30c.

Credit & Fin Management—Credit and Financial Management. $3; single numbers 25c. m National Association of Credit Men, 1 Park Av, New York (1v:Ja v43;i-s)

Diesel Power—Diesel Power and Diesel Transportation. $3; single numbers 35c. m Diesel Publications, Inc, 192 Lexington Av, New York (1v:Ja v19;i-none)

Dom Eng—Domestic Engineering. $2; single numbers 25c. m Domestic Engineering Co, 1900 Prairie Av, Chicago (2v:Ja,Jl v157-158; i-none)

Dun's R—Dun's Review. $4; single numbers 35c. m Dun & Bradstreet, Inc, 290 Broadway, New York (1v:Ja v49;i-s)
Formerly Dun & Bradstreet Monthly Review

Dun's Statis R—Dun's Statistical Review. $1; single numbers 10c. m Dun & Bradstreet, Inc, 290 Broadway, New York (1v:Ja v5;i-none)

East Underw—Eastern Underwriter. $3; single numbers 25c. w Eastern Underwriter Co, 41 Maiden Lane, New York (1v:Ja v42;i-none)

Econ Geol—Economic Geology. $5; single numbers 75c. s-q Economic Geology Pub. Co, Prince and Lemon Sts, Lancaster, Pa. (1v: Ja v36;i-s)

Economist—Economist. £3; single numbers 1s. w Economist Newspaper, Ltd, 8 Bouverie St, London, E.C. 4 (2v:Ja,Jl v140-141;i-l)

Edison Elec Inst Bul—Edison Electric Institute Bulletin. $2; single numbers 25c. m Edison Electric Institute, 420 Lexington Av, New York (1v:Ja v9;i-r)
Began publication April, 1933 as successor to N E L A Bulletin

Elec Eng—Electrical Engineering. $12; single numbers $1.50. m American Institute of Electrical Engineers, 33 W 39th St, New York (1v:Ja v60;i-l)

Elec R (Lond)—Electrical Review. £1 14s 8d; Canadian subs £1 12s 6d; single numbers 6d. w Electrical Review, Dorset House, Stamford St, London, S.E. 1 (2v:Ja,Jl v126-127;i-r)
v128 began Nov. 8, 1940 (smaller size)

Elec W—Electrical World. $5; single numbers 25c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (2v:Ja,Jl v115-116;i-s)
Regular issue alternates with a News Edition

Elec West—Electrical West. $2; single numbers 25c. m McGraw-Hill Co. of California, 68 Post St, San Francisco, Calif. (2v:Ja,Jl v86-87;i-r)

Electrician—Electrician. 30s; single numbers 6d. w Benn Bros, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4 (2v:Ja,Jl v126-127; i-l)

Electrochem Soc Trans—The Electrochemical Society. Transactions. The Electrochemical Society, Columbia University, New York
Formerly American Electrochemical Society
Preprints are indexed

Electronics—Electronics. $5; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v14;i-s)

Eng & Min J—Engineering and Mining Journal. $3; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v: Ja v142;i-s)

Eng Educ. See J Eng Educ

Eng N—Engineering News-Record. $5; single numbers 25c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (2v:Ja,Jl v126-127; i-s)

Engineer—Engineer. £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineer, 28, Essex St, Strand, London, W.C. 2 [with bi-monthly supplement "Metallurgist"] (2v:Ja, Jl v171-172;i-l)

Engineering—Engineering. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineering, Ltd, 35 and 36, Bedford St, Strand, London, W.C. 2 (2v:Ja,Jl v151-152;i-r)

Explosives Eng—The Explosives Engineer. $1; single numbers 15c. m Explosives Engineer, 939 Delaware Trust Bldg, Wilmington, Delaware (1v:Ja v19;i-s)

Factory Management—Factory Management and Maintenance. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v99;i-r)

Fed Res Bul—Federal Reserve Bulletin. $2; single numbers 20c (to non-members). m Board of Governors of the Federal Reserve System, Constitution Av at 20th St, Washington, D.C. (1v:Ja v27;i-s)

Food Ind—Food Industries. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v13;i-s)

For Comm W—Foreign Commerce Weekly. $4.50; single numbers 10c. w Superintendent of Documents, Washington, D.C. (4v:Ja,Ap, Jl,O v2-5;i-l)
Replaces Commerce Reports and Comparative Law Series

Fortune—Fortune. $10; single numbers $1. m Time, Inc, 330 E 22d St, Chicago (2v:Ja,Jl v23-24;i-r)
Price of the March issue is $2

Foundry—Foundry. $2; single numbers 25c. m Penton Pub. Co, Penton Bldg, Cleveland, O. (1v:Ja v69;i-r)

Franklin Inst J—Journal of the Franklin Institute. $6; single numbers 60c. m Franklin Institute, Benjamin Franklin Parkway at 20th St, Philadelphia (2v:Ja,Jl v231-232;i-s)

Gas Age—Gas Age combining Natural Gas, Gas Age, Gas Record. $3; single numbers 25c. bi-w Robbins Pub. Co, Inc, 9 E 38th St, New York (2v:Ja,Jl v87-88;i-l)
Changed from weekly to bi-weekly January 7, 1937

Gas J (Lond)—Gas Journal. 35s; single numbers 1s. w Walter King, Ltd, 51, High St, Esher, Surrey, Eng. (4v:Ja,Ap,Jl,O v233-236;i-l)

Gen Elec R—General Electric Review. $3; single numbers 30c. m General Electric Co, Schenectady, N.Y. (1v:Ja v44;i-l)

Génie Civil—Le Génie Civil. 280 fr; single numbers 5 fr. w Génie Civil, 5 Rue Jules-Lefebvre, Paris (9^e), France (2v:Ja,Jl v116-117;i-l)
No numbers received after June 1, 1940

Geol Soc Bul—Bulletin of the Geological Society of America. $10. m Geological Society of America, H. R. Aldrich, sec, 419 W 117th St, New York (1v:Ja v52;i-l)

Glass Ind—Glass Industry. $3; single numbers 25c. m Ogden-Watney Publishers, Inc, 11 W 42d St, New York (1v:Ja v22;i-s)

Harvard Business R—Harvard Business Review. $5; single numbers $1.25. q McGraw-Hill Book Co, Inc, 330 W 42d St, New York (1v:[S] v20;i-s)

Heat & Ven—Heating and Ventilating. $2; single numbers 30c. m Industrial Press, 148 Lafayette St, New York (1v:Ja v38;i-r)

Heating-Piping—Heating, Piping and Air Conditioning. $2; single numbers 25c. m Keeney Pub. Co, 6 N Michigan Av, Chicago (1v:Ja v13;i-s)
Includes American Society of Heating and Ventilating Engineers Journal section

Ill U Eng Exp Sta Bul—Illinois University Engineering Experiment Station. Bulletin. irr Univ. of Ill, Urbana

Ill U Eng Exp Sta Circ—Illinois University Engineering Experiment Station. Circular. irr Univ. of Ill, Urbana

Illum Eng—Illuminating Engineering including Transactions of the Illuminating Engineering Society. $7.50; single numbers $1. m (except Ag and O) Illuminating Engineering Society, 51 Madison Av, New York (1v:Ja v36;i-s)

Illum Engr. See Light & Lighting

Ind & Eng Chem—Industrial and Engineering Chemistry Industrial Edition. single numbers 75c. m American Chemical Society, Charles L. Parsons, sec, 1155 16th St, N.W, Washington, D.C. (1v:Ja v33;i-s)

With Analytical edition $4

Ind & Eng Chem Anal ed—Industrial and Engineering Chemistry Analytical Edition. single numbers 50c. m American Chemical Society, Charles L. Parsons, sec, 1155 16th St, N.W, Washington, D.C. (1v:Ja v13;i-s)

Changed to monthly January 15, 1937

Ind & Eng Chem News ed—Industrial and Engineering Chemistry News Edition (1v:Ja v19;i-s)

Now registered under name News Edition

Ind Marketing—Industrial Marketing. $2; single numbers 20c. m (s-m during O) Advertising Publications, Inc, 100 East Ohio St. Chicago (1v:Ja v26;i-none)

October 25th issue not sold separately

Ind Med—Industrial Medicine. $5; single numbers 50c. m Industrial Medicine Pub. Co, 540 North Michigan Av, Chicago (1v:Ja v10; i-r)

Ind Stand—Industrial Standardization and Commercial Standards Monthly. $4; single numbers 35c. m American Standards Association, 29 W 39th St, New York (1v:Ja v12;i-l)

Index—Index. q New York Trust Company, 100 Broadway, New York (1v:[Mr] v21;i-l)

Changed to a quarterly beginning February, 1938

India Rubber W—India Rubber World. $3; single numbers 35c. m Bill Brothers Publishing Corporation, 420 Lexington Av, New York (2v:Ap,O v104-105;i-l)

Inland Ptr—Inland Printer. $4; single numbers 40c. m Tradepress Pub. Corp, 522 5th Av, New York (2v:Ap,O v107-108;i-none)

Ins Field (Fire ed)—Insurance Field (Fire and Casualty Edition). $3; single numbers 15c. w Insurance Field Co, Inc, 322 West Liberty St. (P. O. Box 1164) Louisville, Ky. (1v:Ja v70;i-none)

Ins Field (Life ed)—Insurance Field (Life Edition). $3; single numbers 15c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky. (1v:Ja v70;i-none)

Inst Chem Eng Trans—Transactions of the Institution of Chemical Engineers. annual Institution of Chemical Engineers, 56 Victoria St, Westminster, London, S.W. 1

Indexing began with volume 9, 1931
Volume for 1940 not received

Inst E E J—Journal of the Institution of Electrical Engineers. single numbers pt1 5s; pt2 7s 6d; pt3 6d m E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W. 1; Chemical Pub. Co. of New York, 236 King St, Brooklyn, New York (2v:Ja,Jl v88-89;i-l)

Beginning with volume 88 it will be published in three parts: pt 1, General, m (Ja); pt 2, Power Engineering, bi-m (F); pt 3, Communication Engineering, q (Mr)

Inst Mech Eng J & Proc—Institution of Mechanical Engineers. Journal and Proceedings. Published 10 times a year Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1 (2v:Ap,N v145-146;i-s)

Inst Pet J—Journal of the Institute of Petroleum. single numbers 7s 6d. m Institute of Petroleum, % Univ. of Birmingham, Edgbaston, Birmingham, 15 (1v:Ja v27;i-s)

Formerly Journal of the Institution of Petroleum Technologists
Not published in August and September, 1941

Inst Radio Eng Proc—Proceedings of the Institute of Radio Engineers. $10; single numbers $1. m Institute of Radio Engineers, Inc, 330 W 42d St, New York (1v:Ja v29;i-s)

Instruments—Instruments, the Magazine of Measurement and Control. $2. m Instruments Pub. Co, 1117 Wolfendale St, Pittsburgh, Pa. (1v:Ja v14;i-s)

Int Labour R—International Labour Review. $6; single numbers 60c. m International Labour Office, 734 Jackson Pl, Washington, D.C. (2v:Ja,Jl v43-44;i-s)

Inv Banking—Investment Banking. irr Investment Bankers Association of America, 33 S Clark St, Chicago (1v:Ja v11;i-none)

Iron Age—Iron Age. $6; single numbers 25c. w Chilton Co, Inc, Chestnut & 56th Sts, Philadelphia; 100 E 42d St, New York (2v:Ja,Jl v147-148;i-r)

Iron & Steel Inst J—Journal of the Iron and Steel Institute. s-annual Iron and Steel Institute, 4, Grosvenor Gardens, London, S. W. 1 (2v:v141-142,1940,nos1-2)

J Account—Journal of Accountancy. $4; single numbers 35c. m American Institute Pub. Co, Inc, 13 E 41st St, New York (2v:Ja,Jl v71-72; i-s)

J Aeronautical Sci—Journal of the Aeronautical Sciences. $10; single numbers $1; m Institute of the Aeronautical Sciences, Inc, 30 Rockefeller Plaza, Rockefeller Center, New York (1v:N v8;i-l)

J Aeronautical Sci Aeronautical R Sec—Journal of the Aeronautical Sciences Aeronautical Review Section. $2.50; single numbers 25c. m Institute of the Aeronautical Sciences, Inc, 30 Rockefeller Plaza, Rockefeller Center, New York

J Ap Phys—Journal of Applied Physics. $7; single numbers 70c. m American Institute of Physics, 175 Fifth Av, New York (1v:Ja v12;i-s)

J Business—Journal of Business of the University of Chicago. $4; single numbers $1.25. q University of Chicago Press, 5750 Ellis Av, Chicago (1v:Ja v14;i-s)

J Chem Educ—Journal of Chemical Education. $3; single numbers 50c. m Journal of Chemical Education, 20th and Northampton Sts, Easton, Pa. (1v:Ja v18;i-s)

J Chem Phys—Journal of Chemical Physics. $10. m American Institute of Physics, 175 Fifth Av, New York (1v:Ja v9:i-s)

J Eng Educ—Journal of Engineering Education. $3; single numbers 50c. m except (Jl and Ag) Society, for the Promotion of Engineering Education, F. L. Bishop, Sec, University of Pittsburgh, Pittsburgh, Pa. (1v:S v32;i-s)

J Fr Inst—See Franklin Inst J

J Ind & Eng Chem—See Ind & Eng Chem

J Ind Hygiene—The Journal of Industrial Hygiene and Toxicology. $6; single numbers 75c. m (except Jl and Ag) Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore, Md. (1v:Ja v23;i-s)

J Land & Pub Util Econ—Journal of Land and Public Utility Economics. $5; single numbers $1.50. q Northwestern University, 337 E. Chicago Av, Chicago (1v:F v17;i-s)

J Phys Chem—The Journal of Physical Chemistry. $10; single numbers $1.50. m (except Jl, Ag, S) Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore, Md. (1v:Ja v45;i-s)

J Research Nat Bur Stand—Journal of Research of the National Bureau of Standards. $3.50; single numbers 30c. m Superintendent of Documents, Washington, D. C. (2v:Ja,Jl v26-27;i-l)

J Retailing—Journal of Retailing. $1; single numbers 25c. q New York University School of Retailing, 100 Washington Square, New York (1v:F v17;i-r)

Index published every two years

Light & Lighting—Light and Lighting. 10s 6d; single numbers 9d. m Light and Lighting, 32 Victoria St, London, S.W.1 (1v:Ja v34;i-l)
Formerly Illuminating Engineer. Name changed January, 1936

Locomotive—Locomotive. 50c; single numbers gratis; recent bound volumes $1. q Hartford Steam Boiler Inspection & Insurance Co, 56 Prospect St, Hartford, Conn. (1v:Ja v43;i-r)

Mach—Machinery. $4; single numbers 40c. m Industrial Press, 148 Lafayette St, New York (1v:S v48;i-r)

Machine Design—Machine Design. $6; single numbers 50c. m Penton Pub. Co, Penton Bldg, Cleveland, O. (1v:Ja v13;i-r)

Mag of Wall St—Magazine of Wall Street and Business Analyst. $10; single numbers 50c. bi-w Ticker Pub. Co, Inc, 90 Broad St, New York (2v:Ap,O v68-69;i-s)
Extra number, Manual of Magazine of Wall Street published annually in March

Management R—Management Review. $5; single numbers 50c. m American Management Association, 330 W 42d St, New York (1v:Ja v30;i-l)
Formerly American Management Review

Manuf Rec—Manufacturers Record. $2; single numbers 25c. m Manufacturers Record Publishing Co, Candler Building, Baltimore, Md. (1v:Ja v110;i-none)

Marine Eng—Marine Engineering and Shipping Review. $3; single numbers 35c. m Simmons-Boardman Pub. Corp, 30 Church St, New York (1v:Ja v46;i-r)
Acquired Marine Review and name changed to Marine Engineering and Shipping Review, November 1935

Mass Transportation—Mass Transportation. $1.50; single numbers 25c. m Kenfield-Davis Pub. Co, 431 S. Dearborn St, Chicago (1v:Ja v37;i-s)
Formerly Electric Traction and Bus Journal

Mech Eng—Mechanical Engineering, the Journal of the American Society of Mechanical Engineers. $5; single numbers 60c. m American Society of Mechanical Engineers, 29 W 39th St, New York (1v:Ja v63;i-r)

Mech Handling—Mechanical Handling and Conveying. 12s; single numbers 1s. m Louis Cassier Co, Ltd, 22, Henrietta St, Covent Garden, London, W.C. 2 (1v:Ja v28;i-l)

Metal Finishing—Metal Finishing. $2; single numbers 25c. m Metal Industry Pub. Co. Inc, 116 John St, New York (1v:Ja v39;i-s)
Formerly Metal Industry

Metal Prog—Metal Progress. $5; single numbers $1. m American Society for Metals, 7301 Euclid Av, Cleveland, O. (2v:Ja,Jl v39-40;i-s)

Metallurgist. See Engineer

Metals & Alloys—Metals and Alloys. $2; single numbers 25c. m Reinhold Pub. Corp, 330 W 42d St, New York (2v:Ja,Jl v13-14;i-s)

Min & Met—Mining and Metallurgy. $3; single numbers 50c. m American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York (1v:Ja v22;i-l)

Min Cong J—Mining Congress Journal. $2; single numbers 20c. m American Mining Congress, 309 Munsey Bldg, Washington, D.C. (1v:Ja v27;i-r)

Mo U Sch Mines & Met Bul tech ser—Bulletin of the University of Missouri, School of Mines and Metallurgy. Technical Series. irr Univ. of Mo, Rolla

Mod Packaging—Modern Packaging. $5; single numbers 50c. m Breskin Pub. Corp, 122 E 42d St, New York (1v:S v15;i-l)
Indexing began September 1940, v 14 no 1

Mod Plastics—Modern Plastics. $5; single numbers 50c. m Breskin Pub. Corp, 122 E 42d St, New York (1v:S v19;i-l)
Formerly Plastic Products

Monthly Labor R—Monthly Labor Review. $3.50; single numbers 30c. m Superintendent of Documents, Washington, D.C. (2v:Ja,Jl v52-53;i-l)
Free to labor departments and bureaus and other offices connected with the administration of labor laws

N A C A Bul—N.A.C.A. Bulletin. s-m National Association of Cost Accountants, 385 Madison Av, New York (1v:S v23;i-r)
Distributed regularly only to members of the Association

N E Water Works Assn J—Journal of the New England Water Works Association. $4; single numbers $1.25. q New England Water Works Association, 613 Statler Bldg, Boston (1v:Mr v55;i-s)

Nat City Bank—National City Bank of New York. m 55 Wall St, New York

Nat Pet N—National Petroleum News. $5; single numbers 20c. w National Petroleum Pub. Co, 1213 W 3d St, Cleveland, O. (1v:Ja v33;i-none)

Nat Research Council Bul—National Research Council Bulletin. irr National Research Council, Publication office, Washington, D.C.
Individual numbers variously priced. Price-list sent on request

Nat Safety N—National Safety News. $4; single numbers 40c. m National Safety Council, Inc, 20 N Wacker Drive, Chicago (2v:Ja,Jl v43-44;i-r)

Nat Underw—National Underwriter. $4; single numbers 20c. w National Underwriter Co, 175 W Jackson Blvd, Chicago (1v:Ja v45;i-none)

Nat Underw (Life ed)—National Underwriter Life Insurance Edition. $3; single numbers 15c. w National Underwriter Co, 175 W Jackson Blvd, Chicago (1v:Ja v45;i-none)

Nation's Business—Nation's Business. $3; single numbers 25c. m Chamber of Commerce of the United States, 1615 H St, N.W, Washington, D.C. (1v:Ja v28;i-r)
Indexing discontinued with December 1940 number

N Y Pub Lib Bul—New York Public Library. Bulletin. $1; single numbers 10c. m New York Public Library, 476 Fifth Av, New York (1v:Ja v45;i-s)
Bibliographies of interest to special libraries are indexed

New England Water Works Assn. See N E Water Works Assn J

News Ed—News Edition (American Chemical Society). $2; single numbers 15c. s-m American Chemical Society, Mills Bldg, 1709 G St, N.W, Washington, D.C. (1v:Ja v19;i-s)
Formerly Industrial and Engineering Chemistry News Edition
Name changed to Chemical and Engineering News, January 10, 1942

Oil & Gas J—Oil and Gas Journal. $6; single numbers 20c. w Petroleum Pub. Co, 211 South Cheyenne Av, Tulsa, Oklahoma (1v:My v40; i-s)

Oil Paint & Drug Rep—Oil, Paint and Drug Reporter. $5; single numbers 15c. w Schnell Pub. Co, Inc, 59 John St, New York (2v:Ja,Jl v139-140;i-r)

Opt Soc Am J—Journal of the Optical Society of America. $6; single numbers 60c. m American Institute of Physics, Inc, 175 Fifth Av, New York (1v:Ja v31;i-s)

Paint Oil & Chem R—Paint, Oil and Chemical Review. $2; single numbers 15c. bi-w Trade Review Co, 537 S Dearborn St, Chicago (1v:Ja v103;i-none)

Paper Ind—Paper Industry and Paper World. $2. m Fritz Publications, Inc, 59 E. Van Buren St, Chicago (1v:Ap v23;i-l)

Paper Tr J—Paper Trade Journal. $4; single numbers 10c. w Lockwood Trade Journal Co, Inc, 15 W 47th St, New York (2v:Ja,Jl v112-113;i-s)

Personnel J—Personnel Journal. $5; single numbers 75c. m (except Jl and Ag) Personnel Research Federation, 60 E 42d St, New York (1v:My v20;i-s)

Pet Eng—Petroleum Engineer. $2; single numbers 25c. m (Ag-Je) s-m (Jl) Petroleum Engineer Pub. Co, Allen Bldg, Dallas, Texas (1v:O v13;i-l)
Indexing began October 1940, v 12 no 1

Photo Tech—Photo Technique. $5; single numbers 50c. m McGraw-Hill, Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v3;i-s)
Will be combined with American Photography, 1942

Phys R—The Physical Review. Second Series. $15; single numbers 75c. s-m American Institute of Physics, Inc, 175 Fifth Av, New York (2v:Ja,Jl v59-60;i-s)

Plastic Prod—Plastic Products. See Modern Plastics

Power—Power. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v85;i-r)
Extra number published in Mid-December

Power Pl Eng—Power Plant Engineering. $2; single numbers 25c. m Technical Pub. Co, 53 West Jackson Blvd, Chicago (1v:Ja v45;i-s)

Product Eng—Product Engineering. $5; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v12;i-s)

Ptg Art—Printing Art. $10 for six issues; single numbers $2. bi-m Printing Art Publications, Inc, 340 W Huron St, Chicago (1v v68;i-none)
Formerly Printing Art Quarterly
No numbers published in 1941

Ptr Ink—Printers' Ink. $3; single numbers 10c. w Printers' Ink Pub. Co, Inc, 185 Madison Av, New York (4v:Ja,Ap,Jl,O v194-197;i-none)

Ptr Ink Mo—Printers' Ink Monthly. $2; single numbers 25c. m Printers' Ink Pub. Co, Inc, 185 Madison Av, New York (2v:Ja,Jl v42-43; i-none)
Will be combined with Printers' Ink. January 2, 1942

Pub Health Rep—Public Health Reports. $2.50; single numbers 5c. w Superintendent of Documents, Washington, D.C. (1v:Ja v56;i-l)
Distributed gratuitously to state and municipal health officers, etc., by the Surgeon general of the United States public health service, Washington, D.C.

Pub Roads—Public Roads. $1; single numbers 10c. m Superintendent of Documents, Washington, D.C. (1v:Mr v22;i-r)

Pub Util—Public Utilities Fortnightly. $15; single numbers 75c. bi-w Public Utilities Reports, Inc, Munsey Bldg, Washington, D.C. (2v:Ja,Jl v27-28;i-s)

Pub Works—Public Works. $3; single numbers 35c. m Public Works Journal Corp, 310 E 45th St, New York (1v:Ja v72;i-r)

Pulp & Pa of Can—Pulp and Paper Magazine of Canada. $5; single numbers 50c. m National Business Publications, Ltd, Gardenvale, Que. (1v:Ja v42;i-s)
Extra convention number published in February

RCA R—RCA Review. $2; single numbers 75c. q RCA Institutes Technical Press, 75 Varick St, New York (1v:Jl v6;i-s)
Indexing began July 1940, v 5 no 1

R Econ Statis—Review of Economic Statistics. $5. q Harvard University Press, Cambridge, Mass. (1v:F v23;i-r)

R Sci Instr—Review of Scientific Instruments. $5; single numbers 50c. m American Institute of Physics, 175 Fifth Av, New York (1v:Ja v12;i-s)
$2 to members of the Founder Societies of the Institute

Radio N—Radio News. $2.50; single numbers 25c. m Ziff-Davis Pub. Co, 540 N. Michigan Av, Chicago (2v:Ja,Jl v25-26;i-none)

Rayon—Rayon Textile Monthly. $5; single numbers 60c. m Rayon Pub. Corp, 303 Fifth Av, New York (1v:Ja v22;i-s)
Formerly Rayon and Melliand Textile Monthly

Ref Shelf—The Reference Shelf. irr The H. W. Wilson Co, 958 University Av, New York

Refrig Eng—Refrigerating Engineering. $3; single numbers 35c. m American Society of Refrigerating Engineers, 50 W 40th St, New York (2v:Ja,Jl v41-42;i-s)

Roads and Bridges. See Can Eng R & B

Roads & Sts—Roads and Streets. $3. m Gillette Pub. Co, 330 So. Wells St, Chicago (1v:Ja v84;i-r)

Rock Prod—Rock Products. $2; single numbers 25c. m Tradepress Pub. Corp, 309 W Jackson Blvd, Chicago (1v:Ja v44;i-none)

Roy Aeronautical Soc J—Journal of the Royal Aeronautical Society. £3 3s; single numbers 5s 3d. m Royal Aeronautical Society, 4 Hamilton Place, Piccadilly, London, W. 1 (1v: Ja v45;i-s)

Rs Mod Phys—Reviews of Modern Physics. $4; single numbers $1.20. q American Institute of Physics, Inc, 175 Fifth Av, New York (1v:Ja v13;i-none)

Rubber Age—Rubber Age. $3; single numbers 35c. m Palmerton Pub. Co, Inc, 250 W 57th St, New York (2v:Ap,O v49-50;i-s)

Ry Age—Railway Age. $6; single numbers 25c. w Simmons-Boardman Pub. Corp, 30 Church St, New York (2v:Ja,Jl v110-111;i-r)

Ry Mech Eng—Railway Mechanical Engineer. $3; single numbers 35c. m Simmons-Boardman Pub. Corp, 30 Church St, New York (1v:Ja v115;i-r)

S A E J—S.A.E. Journal. $10; single numbers $1. m Society of Automotive Engineers, Inc, 29 W 39th St, New York (2v:Ja,Jl v48-49;i-l)

Safety Eng—Safety Engineering. $3; single numbers 25c. m Safety Engineering, 75 Fulton St, New York (2v:Ja,Jl v81-82;i-s)

Sales Management—Sales Management. $4; single numbers 20c. s-m Sales Management, Inc, 420 Lexington Av, New York (2v:Ja,Jl v48-49;i-none)
Published semi-monthly beginning May 1, 1932 except in April and October when it is published three times a month

Sci Am—Scientific American. $4; single numbers 35c. m Munn & Co, Inc, 24 W 40th St, New York (2v:Ja,Jl v164-165;i-s)

Science—Science. $6; single numbers 15c. w Science Press, Grand Central Terminal, New York (2v:Ja,Jl v93-94;i-s)

Sheet Metal Worker—Sheet Metal Worker. $2; single numbers 25c. m Edwin A. Scott Pub. Co, 45 W 45th St, New York (1v:Ja v32;i-s)

Soap & San Chem—Soap and Sanitary Chemicals. $3. m MacNair-Dorland Co, 254 W 31st St, New York (1v:Ja v17)
Annual index appears in Soap Blue Book which is sent to all subscribers

Soc Chem Ind J—Journal of the Society of Chemical Industry. £1 10s; single numbers 2s 6d. m Society of Chemical Industry, Royal School of Mines, Prince Consort Rd, South Kensington, London, S.W. 7 (1v:Ja v60;i-r)
Formerly two separately paged sections; Transactions and British Chemical Abstracts
British Chemical and Physiological Abstracts published separate beginning January 1941. Subscription to Journal, Chemistry & Industry, and Abstracts £4 10s

Soc Dyers & Col J—Journal of the Society of Dyers and Colourists. 60s; single numbers 5s. m Society of Dyers and Colourists, Ocean Chambers, 32-34 Piccadilly, Bradford, Yorkshire, England (1v:Ja v57;i-l)

Soc for Advan of Management J. See Advanced Management

Soc Motion Picture Eng J—Journal of Society of Motion Picture Engineers. $8; single numbers $1. m Society of Motion Picture Engineers, Hotel Pennsylvania, New York (2v;Ja,Jl v36-37;i-s)

Special Lib—Special Libraries. $5; single numbers 50c. m (S-Ap) bi-m (My-Ag) Special Libraries Association, 31 E 10th St, New York (1v:Ja v32;i-l)

Spectator (Life ed)—Spectator; American Review of Life Insurance. $2; with Property ed $3; single numbers 25c. bi-w Chilton Co, Inc, Chestnut & 56th Sts, Philadelphia (2v:Ja,Jl v146-147;i-l)
Changed from weekly to bi-weekly July 11, 1935, v 135, no 1

Spectator (Property ed)—Spectator; Property Insurance Review. $2; with Life ed $3; single numbers 25c. bi-w Chilton Co, Inc, Chestnut & 56th Sts, Philadelphia (1v:Jl v7;i-s)
Began publication July 4, 1935, v 1, no 1

Stahl & Eisen—Stahl und Eisen. RM 40; single numbers RM 1.50 w Verlag Stahleisen, m.b.H, Düsseldorf, Germany (1v:Ja v61;i-s)
Indexed from December 26, 1940, thru June 5, 1941. Missing 1940 numbers, omitted from the 1940 annual, will be indexed in 1942

Steel—Steel. $6; single numbers 25c. w Penton Pub. Co, Penton Bldg, Cleveland, O. (2v:Ja,Jl v108-109;i-r)

Survey of Cur Business—Survey of Current Business. U. S. Bureau of Foreign and Domestic Commerce, Division of Business Review. $2; single numbers 15c. m Superintendent of Documents, Washington, D.C. (1v:Ja v21;i-none)
Advance leaflets [5c] are distributed every week to subscribers in the United States. The leaflets are usually mailed on Thursdays and give such information as has been received during the preceding week
Publishes a biennial supplement, presenting the historical record of all of the statistical series carried in the regular monthly issues of the Survey. The statistical tables in the 1940 supplement are indexed under specific headings in the 1940 annual of Industrial Arts Index. The monthly continuation of these statistical tables are not indexed in this volume unless revised

System—System and Business Management. See American Business

Tech R—Technology Review. $3.50; single numbers 50c. m except (Ag, S, O) Massachusetts Institute of Technology, room 3-219, Cambridge, Mass. (1v:N v44;i-r)
Indexing began November 1940, v 43 no 1

Textile Col—Textile Colorist. $5. m Textile Colorist, Inc, 233 Broadway, New York (1v:Ja v63;i-s)

Textile Inst J—Journal of the Textile Institute. 48s; single numbers 4s. m Textile Institute, 16 St Mary's Parsonage, Manchester 3, England (1v:Ja v32;i-l)

Textile World—Textile World. $1.50; single numbers 25c. m McGraw-Hill Pub. Co, Inc, Bragdon, Lord & Nagle Division, 330 W 42d St, New York (1v:Ja v91)
Annual index appears in Textile World yearbook and catalog

Transit J—Transit Journal. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v85;i-s)
Formerly Electric Railway Journal

Trust Companies. See Trusts & Estates

Trusts & Estates—Trusts and Estates. $5; single numbers 60c. m Fiduciary Publishers, Inc, 50 E 42d St, New York (2v:Ja,Jl v72-73;i-s)
Formerly Trust Companies

U S Agric—Publications. U.S. Dept. of Agriculture, Division of Publications, Washington, D.C.
Selected contributions from the Bureau of Chemistry, Forest Service and Public Roads Bureau and other publications on technical subjects are indexed

U S Bur For & Dom Com Domestic Commerce Ser—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C. *

U S Bur For & Dom Com Trade Information Bul—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C. *

U S Bur For & Dom Com Trade Promotion Ser—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C. *

U S Bur Labor Statistics Bul—United States. Bureau of Labor Statistics. Bulletin. Distributed free of charge. U.S. Bureau of Labor Statistics, Washington, D.C.

U S Bur Mines Bul—United States. Bureau of Mines. Bulletin. U.S. Bureau of Mines, Washington, D.C. †

U S Bur Mines Information Circ—United States. Bureau of Mines. Information Circular. U.S. Bureau of Mines, Washington, D.C. †

U S Bur Mines Rep of Invest—United States. Bureau of Mines. Reports of Investigations. U.S. Bureau of Mines, Washington, D.C. †

U S Bur Mines Tech Pa—United States. Bureau of mines. Technical Paper. U.S. Bureau of Mines, Washington, D.C. †

U S Geol S Bul—United States Geological Survey. Bulletin. U.S. Geological Survey, Washington, D.C.

U S Geol S Professional Pa—United States Geological Survey. Professional Paper. U.S. Geological Survey, Washington, D.C.

U S Nat Advisory Com for Aeronautics—United States National Advisory Committee for Aeronautics, Washington, D.C. Annual reports.
1941 report not available for indexing. Will be indexed later

U S Nat Bur Stand—United States National Bureau of Standards. Circular. U.S. National Bureau of Standards, Washington, D.C. ‡

U S Women's Bur Bul—United States. Women's Bureau. Bulletin. U.S. Women's Bureau, Washington, D.C.

V D I—Zeitschrift des Vereines Deutscher Ingenieure. RM 36; single numbers RM 1.75 w VDI-Verlag G. m. b. H, Dorotheenstr. 40, Berlin NW 7, Germany (1v:Ja v85;i-none)
Indexed thru May 31, 1941

W Soc E J—Journal of the Western Society of Engineers. $3; single numbers 75c. bi-m Western Society of Engineers, 205 W Wacker Drive, Chicago (1v:F v46;i-s)

Water and Sewage. See Can Eng W & S

Water Works & Sewerage—Water Works & Sewerage. $2; single numbers 25c. m Gillette Pub. Co, 330 So. Wells St, Chicago (1v:Ja v88; i-s)

Weekly Underw—Weekly Underwriter. $5; single numbers 25c. w Underwriter Printing and Publishing Co, 116 John St, New York (2v:Ja,Jl v[illegible];i-l)

Welding J—Welding Journal. $5; single numbers 75c. October and December numbers $1 ea. m American Welding Society, 33 W 39th St, New York (1v:Ja v20;i-s)

Western Soc of Eng J. See W Soc E J

Wireless Eng—Wireless Engineer. 32s; single numbers 2s 8d. m Iliffe & Sons, Ltd, Dorset House, Stamford St, London, S.E. 1 (1v:Ja v18;i-s)
Formerly Experimental Wireless and The Wireless Engineer

Wis U Eng Exp Sta Bul—Bulletin of the University of Wisconsin, Engineering Experiment Station Series. irr Univ. of Wis, Madison

Zeit Ver Deutsch Ing—See V D I

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* The free distribution of publications of the Bureau of Foreign and Domestic Commerce is confined almost entirely to government officers, educational institutions, libraries, the press, and commercial organizations. Others may purchase them from the Superintendent of Documents, Government Printing Office, Washington, D.C.

† United States Bureau of Mines Publications for sale by Superintendent of Documents, Government Printing Office, Washington, D.C. Reports of Investigations and Information Circulars distributed by Bureau.

‡ The official (free) distribution of publications of the Bureau is limited to government offices, public libraries, educational institutions, scientific societies, and cooperating experts. Others may purchase them from the Superintendent of Documents, Government Printing Office, Washington, D.C.

Key to General Abbreviations

+	continued on later pages of the issue	Je	June
abr	abridged	Jl	July
Ag	August	Mr	March
Ap	April	My	May
arch	architect	n s	new series
bibliog	bibliography	N	November
comp	compiled or compiler	no	number
cond	condensed	O	October
cont	continued	p	page
D	December	pl	plate
diag	diagram	por	portrait
ed	edited or edition or editor	pseud	pseudonym
F	February	pt	part
i	index	rev	revised
il	illustrations	S	September
inc	incorporated	sup	supplement
Ja	January	tr	translated or translation or translator
		v	volume

Sample entry: Budgeting to cut unit costs; Talon, incorporated. P. K. Poulton and P. H. Goldsmith. Factory Management 97:48-52+ O '39

Explanation: An article with the title given above will be found in Factory Management, volume 97, pages 48 to 52 (continued on later pages of the same issue) the October 1939 number.

Abbreviations of Publishers' Names Used in Book Titles

A.I.M.E. American Institute of Mining and Metallurgical Engineers, 29 W 39th St, N.Y.
Am. Acad. of Pol. and Soc. Sci. American Academy of Political and Social Science, 3457 Walnut St, Philadelphia
Am. Book Co. American Book Company, 88 Lexington Av, N.Y.
Appleton-Century. D. Appleton-Century Co, Inc, 35 W 32d St, N.Y.

Baird. H. C. Baird & Co, 17 W 45th St, N.Y.
Blakiston. The Blakiston Company, 1012 Walnut St, Philadelphia
Blue Ribbon Books, Inc, Garden City, N.Y.
Bobbs. Bobbs-Merrill Co, 724 N Meridian St, Indianapolis; 468 4th Av, N.Y.
Bruce Pub. Bruce Publishing Company, 524-544 N Milwaukee St, Milwaukee, Wis; 330 W 42d St. N.Y.

Callaghan. Callaghan & Co, 401 E Ohio St, Chicago
Carnegie Endowment. Carnegie Endowment for International Peace, 700 Jackson Pl, NW, Washington, D.C.
Carswell Co, Ltd, 145-149 Adelaide St, W, Toronto, 2
Century Co. See Appleton-Century
Chemical Catalog Co. See Reinhold Pub. Corp.
Chemical Pub. Co, 236 King St, Brooklyn, N.Y.
Columbia Univ. Press, 2960 Broadway, N.Y. American Agents for the Publications of the League of Nations
Commerce Clearing House. Commerce Clearing House, Inc, Loose Leaf Service Division of The Corporation Trust Company, 205 W Monroe St, Chicago; 350 5th Av, N.Y.
Covici. Covici Friede, Inc, 435 E 24th St, N.Y.
Crofts. F. S. Crofts & Co, 101 5th Av, N.Y.
Crowell. T. Y. Crowell Company, 432 4th Av, N.Y.

Davis. F. A. Davis Company, 1914-1916 Cherry St, Philadelphia
Day. John Day Co, Inc, 2 W 45th St, N.Y. Publications handled and sold by Reynal & Hitchcock, Inc, 386 4th Av, N.Y.
Dodd. Dodd, Mead & Co, 432 4th Av, N.Y.
Doubleday. Doubleday, Doran & Co, Garden City, N.Y.
Drake. Frederick J. Drake & Co, 600 W Van Buren St, Chicago
Dutton. E. P. Dutton & Co, 286-302 4th Av, N.Y.

Engineers Book Shop, 168 E 46th St, New York

Farrar. Farrar & Rinehart, Inc, 232 Madison Av, N.Y.

Ginn. Ginn & Co, (Educational text-bks.) 20 Providence St, Boston; 2301-2311 Prairie Av, Chicago; 70 5th Av, N.Y.
Gregg. Gregg Publishing Company, 270 Madison Av, N.Y; 6 N Michigan Av, Chicago

Harcourt. Harcourt, Brace & Co, 383 Madison Av, N.Y.
Harper. Harper & Brothers, 49 E 33d St, N.Y.
Harvard Univ. Press, Pub. Dept, 38 Quincy St, Cambridge, Mass.
Heath. D. C. Heath & Co, 285 Columbus Av, Boston; 180 Varick St, N.Y; 1815 Prairie Av, Chicago
Henley. Norman W. Henley Pub. Co, Putnam Bldg, 2 W 45th St, N.Y.
Holt. Henry Holt & Co, 257 4th Av, N.Y; 2626 Prairie Av, Chicago
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Mortar
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Administrative law
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Civil service
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Local government
Municipal employees
Municipal government
Public health administration
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Public utilities commissions
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Absorption
Carbon, Activated

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V for victory. il Ptr Ink 196:17, 138 Ag 22 '41
Vermont consistency: insurance company uses same space, copy theme, layout and media for six years. S. Carter. il Ptr Ink 193:21-3 D 13 '40

See also
Advertising
Advertising—Dealer helps
Advertising, Mail
Advertising, Point-of-sale
Advertising awards
Advertising cards
Blotters
Calendars
Catalogs
Copyright—Advertisements
Posters
Sales letters

Books and booklets

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If line is complex, advertise an idea: Kirsch drapery fixtures and Venetian blinds. E. Peterson. Ptr Ink 196:15-17+ Jl 25 '41
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See also
Catalogs

Christmas cards

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Circulars

Welcoming the circulars. W. H. Conant. Barron's 21:5 Je 23 '41

Cook books and recipes

Association's one idea, to sell more merchandise: Pineapple producers cooperative association. D. G. Valentine. il Ptr Ink Mo 42:17+ Ja '41
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He-man cookery. il Ptr Ink 194:13-14 Ja 24 '41

Copy

See Advertising copy

Coupons

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Design

See also
Advertisements—Layout

Headlines

Firecracker headlines. W. Painter. il Ptr Ink 196:25-8 Ag 29 '41
Giant frogs: this headline formula, adaptable to almost any product, answers a lot of copy-writing problems. W. Weintz. Ptr Ink 193:63-4, 66 D 13 '40
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Principle of limited audience selection as applied to headlines and copy. R. Manville. il Ptr Ink 194:111-13, 116-19 Ja 3 '41
What headlines get high ratings? W. Alexander. Adv & Sell 34:31 Mr '41
Why all strips are not sure-fire. M. Wiseman. il Adv & Sell 34:25-7, 44 Je '41

Illustrations

See Advertisements, Pictorial

Keying

77-year-old company advertises for future: Jenkins valves. C. J. Swan. il Ptr Ink 196:12-14 S 26 '41

Layout

Divided make-ups used widely for special copy. il Ptr Ink Mo 42:14-15+ Ja '41
Engineering approach to industrial advertising. W. D. Murphy. il Ind Marketing 26:27-8 F '41
Few pointers on layouts for the all around ad man. W. V. Cunningham. il Ind Marketing 26:24-5+ Ag '41
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Typographers outside of Chicago present layout ideas for setting the Stratoliner ad. il Inland Ptr 106:63-5 N '40; 50-1 Mr '41
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What is an effective layout? M. Wiseman. il Adv & Sell 34:19-20+ O '41
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Position

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Printer invents way to stretch or compress both copy and cuts. il Inland Ptr 106:41-2 Ja '41

See also
Advertising, Mail—Post cards

Rating

Advertisements to build reputation must be preanalyzed on basis different from that followed in evaluating direct-results copy: Goodrich experience. H. E. Van Petten. il Ptr Ink 195:15-17 Je 27 '41

ADVERTISEMENTS—Rating—*Continued*

Believableness; advertising's most important principle; fifteen ways to obtain it. R. Manville. il Ptr Ink 194:72, 74-8 F 21 '41
Final results on Stratoliner contest. il Inland Ptr 106:44-9 D '40
How pre-evaluation can be used as tool to sharpen advertising judgment. R. Manville. il Ptr Ink 194:21-4 Mr 28 '41
How pre-evaluation, properly applied, can show which advertisement to run. R. Manville. il Ptr Ink 194:19-22 Mr 21 '41
How to avoid tricky factors in pre-evaluating an advertising program. R. Manville. il Ptr Ink 195:33, 36-7, 40-1 Ap 11 '41
How to create and select winning advertisements; pre-evaluation in advertising. R. Manville. 70p Printers' ink pub. co, New York '41
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Pressure on offer. R. Manville. il Ptr Ink 194:30, 33, 36-7+ Mr 7 '41
Principle of limited audience selection as applied to headlines and copy. R. Manville. il Ptr Ink 194:111-13, 116-19 Ja 3 '41
Relevancy in copy; necessity of no distraction. R. Manville. il Ptr Ink 194:17-20 Ja 17; 19-20, 66-9 Ja 24 '41
Specificness in copy. R. Manville. il Ptr Ink 194:23-6, 88-9 F 7 '41
Study of advertising copy that gives people what they really want. R. Manville. il Ptr Ink 194:33+ Ja 10 '41
Typographers outside of Chicago present layout ideas for setting the Stratoliner ad. il Inland Ptr 106:63-5 N '40; 50-1 Mr '41

Repetition

After hours. C. Shaw. Ptr Ink 193:6 D 6 '40
After hours; frequent use of changing copy in short list of magazines. A. Blish. Ptr Ink 194:6 Mr 7 '41; Discussion. F. W. Rea. 195:92-3 My 23 '41

Reprints

Why we merchandise ads to the hilt for dealers and salesmen; Bantam bearings corp. J. K. Crippen. il Sales Management 48:70-3 Ja 15 '41

Shape

New shapes for ads; American magazine. Sales Management 48:68 F 1 '41

Size

Readership study spikes some of advertising's pet superstitions. L. Honig. Sales Management 47:84 D 15 '40
Size and position of newspaper ads. Adv & Sell 34:48+ My '41

See also
Advertisements, Small space

Specimens

Bank merchandising media; a portfolio of specimens. J. J. McCann. il Banking 34:41-4 S '41

See also
Advertising awards

Testing

Believableness; advertising's most important principle; fifteen ways to obtain it. R. Manville. il Ptr Ink 194:72, 74-8 F 21 '41
How multiple copy themes win readers. W. T. Laing. il Adv & Sell 33:50, 52, 104+ D '40
How pre-evaluation can be used as tool to sharpen advertising judgment. R. Manville. il Ptr Ink 194:21-4 Mr 28 '41
How pre-evaluation, properly applied, can show which advertisement to run. R. Manville. il Ptr Ink 194:19-22 Mr 21 '41
How to avoid tricky factors in pre-evaluating an advertising program. R. Manville. il Ptr Ink 195:33, 36-7, 40-1 Ap 11 '41
New idea for testing copy; use advertisement as feature of laboratory store window display. R. E. Moore. Ptr Ink 195:61-4 Je 6 '41
Pressure on offer. R. Manville. il Ptr Ink 194:30, 33, 36-7+ Mr 7 '41
Relevancy in copy; necessity of no distraction. R. Manville. il Ptr Ink 194:17-20 Ja 17; 19-20, 66-9 Ja 24 '41
77-year-old company advertises for future; Jenkins valves. C. J. Swan. il Ptr Ink 196:12-14 S 26 '41
Specificness in copy. R. Manville. il Ptr Ink 194:23-6, 88-9 F 7 '41
Study of advertising copy that gives people what they really want. R. Manville. il Ptr Ink 194:33+ Ja 10 '41
What Scanacord readings show. il Adv & Sell 33:42-3 D '40

Typography

Final results on Stratoliner contest. il Inland Ptr 106:44-9 D '40
Judges give reasons for selection in typography contest. il Inland Ptr 106:52-6 Mr '41
Latest Stratoliner advertisement setup. il Inland Ptr 107:59 Ag '41
Newspaper offers prizes to local printing students; Hamilton (Ontario) Spectator. il Inland Ptr 107:37 My '41
Rating Stratoliner ads. F. Kofron. il Inland Ptr 107:42 S '41
Review and forecast; the graphic arts. il Adv & Sell 34:213-14+ F 13 '41
Specimen review. J. L. Frazier. Published in monthly numbers of Inland printer
Trade students disagree with experts; blotter typographical contest. il Inland Ptr 107:48-50 Ap '41
Typographers outside of Chicago present layout ideas for setting the Stratoliner ad. il Inland Ptr 106:63-5 N '40; 50-1 Mr '41
Typographic clinic. H. N. King. il Inland Ptr 107:41-3 My '41
Value of typographic contrasts. M. Anderson. il Ptr Ink Mo 43:10-11 O '41

ADVERTISEMENTS, Humorous

Mother Goose sells railroad tickets. il Ptr Ink 197:60 O 10 '41
Pointed truths, but no sting; Spencer boilers. il Ptr Ink Mo 43:22 N '41
Railroad advertising on the right track; Boston and Maine railroad. il Ptr Ink Mo 43:15-16+ S '41
Selling with wit of the eighties. T. Thrift. il Adv & Sell 34:70 S '41

ADVERTISEMENTS, Pictorial

New candid strip layout. il Adv & Sell 34:30 Ja '41
Nine ways to visualize a copy idea. C. R. Yeager. il Ptr Ink Mo 43:10-11 Ag '41
Return of the artist. G. L. Sumner. il Adv & Sell 34:28-9 Ja '41

See also
Advertising art
Advertising characters
Color in advertising
Posters
Show cards

Cartoons

Direct-mail program pulls 22% for G-E. C. J. Swan. Ptr Ink 196:13-15+ Ag 1 '41
Mennen goes army. il Ptr Ink 196:80 S 26 '41
Said with a smile; Washington water power co. il Elec West 87:44 O '41

Children's pictures

Babies in advertising. il Adv & Sell 34:32-3 Mr '41

Comic strips

Why all strips are not sure-fire. M. Wiseman. il Adv & Sell 34:25-7, 44 Je '41

Dog pictures

Doggie advertising; Scottie dog series used by Virginia electric & power co. il Bus Transportation 19:566 N '40

ADVERTISEMENTS, Pictorial—*Continued*

Exhibitions

Nineteenth annual of advertising art; reproductions of the exhibits displayed at the 19th exhibition of the Art directors club of New York, in the spring, 1940. 203p $5 Longmans '41

Package pictures

Packages add punch to advertising when imagination is used. C. B. Larrabee. il Ptr Ink 195:11-14 Je 13 '41

Paintings

Colorful selling. il Adv & Sell 34:24a-24d Mr '41

Fine art in advertising; De Beers diamond series of paintings. il Adv & Sell 33:44a-44d D '40

Photographs

All about Coca-Cola's flower books. H. Bell. il Ptr Ink Mo 42:14-15 My '41

Better industrial photographs; how to get and use them; abstract and discussion. E. W. Falcon. Ind Marketing 26:35-6 N '41

Commercial; Carrier advertisement. E. J. Lush. il Photo Tech 3:10-11 Ag '41

How case-study photographs involving defense projects may be obtained. L. S. White. Ptr Ink 194:25-7+ Mr 28 '41

How experts solve problems. il Photo Tech 3:8-28 Mr; 8-23 Ap; 8-24 My; 8-24 Je; 7-26 Jl '41

Photographing sixty machines when you have only one. W. E. Schutz. il Ind Marketing 26:22-3+ Ag '41

Photographs for business papers. B. Hall and W. Whitmore. il Photo Tech 3:30-3 Mr '41

Red umbrella selling; advertising and selling cattle. M. Moore. il Ptr Ink 194:27+ Ja 3 '41

Science and technique of advertising photography. W. Nurnberg. 96p $3.50 Studio publications, 381 4th av, New York '40

She sells conveyor equipment, and her name is Claire; Link-Belt news. il Sales Management 48:22-3 Ja 1 '41

Way to make field photographs work. M. K. Leggett. il Ptr Ink Mo 42:46+ Mr '41

Portraits

How Kreml spots its hairy models. il Adv & Sell 34:18 S '41

Law on use of photographs. A. W. Gray. Inland Ptr 107:58-9 Jl '41

ADVERTISEMENTS, Small space

Djer-Kiss, in $2,500 newspaper program, captures Pittsburgh in city-by-city comeback. C. J. Swan. il Ptr Ink 194:15-16 Ja 17 '41

Small ads help small business get defense orders; Fasoldt machine shop advertises in American machinist. Ind Marketing 26:18 Ag '41

ADVERTISERS

Changes in advertising accounts. Published in monthly numbers of Advertising and selling

40-year advertiser is still at it. il Ptr Ink 196:61 Ag 29 '41

Major account changes, 1933-1940; analysis of agency shifts of the 150 largest advertisers. Adv & Sell 34:17-19+ Ja '41

Directories

Membership roster, National industrial advertisers association. Ind Marketing 26:92-125 Jl '41

ADVERTISING

Advertising. K. Goode. 497p $3 Greenberg, New York '41; Review, by J. Caples. Adv & Sell 34:44 S '41

Advertising and the economics of U.S. defense. P. Garrett. Adv & Sell 34:32a-32d Je '41

Advertising, by-product of research. J. E. Holbrook. Ptr Ink Mo 42:34 Je '41

Advertising, industry's insurance. R. P. Dodds. Adv & Sell 34:110+ O '41

Advertising mobilizes in United Service drive; free art and copy talent, free media space. il Ptr Ink 195:19-21 Je 27 '41

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Advertising agencies and other headings beginning Advertising
Audit bureau of circulations
Bank advertising
Business
Catalogs
Color in advertising
Community advertising
Containers
Electric signs
Government advertising
House organs
Merchandizing
Moving pictures in advertising
Posters
Premiums (merchandizing)
Radio advertising
Sales letters
Show windows
Signs
Slogans
State advertising

also subdivision Advertising under special subjects, e.g.

Automobile industry and trade
Book industry and trade
Cigarets
Cooperative associations
Dairy products
Department stores
Electric utilities
Food industry and trade
Gas industry
Hotels
Insurance
Insurance, Life
Insurance advisers
Insurance agents
Motor bus lines
Printing trade
Railroads
Retail trade
Technical products
Wallpaper

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Radio advertising—Cost

Coverage

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Advertising, Point-of-sale

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Advertising research

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See also
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Advertising, Mail—Returns

Samples

See Samples (merchandizing)

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Heinz jumps sales 33.7% by more frequent newspaper insertions. Sales Management 48:39-40 Je 1 '41

Heinz makes scientific newspaper test; pictograph. Sales Management 48:38 Je 15 '41

It's cast iron brains that insist on iron-clad advertising schedules. B. E. Tacks. il Sales Management 48:18+ Ap 20 '41

Sales equalizer; stove manufacturer now has six busy seasons. il Ptr Ink 193:36-7+ D 13 '40

When do people decide to buy? F. E. Fehlman. il Adv & Sell 33:33-5, 76 D '40

Schools, Appeal to

Consumer teacher tells school needs. A. E. Bray. Ptr Ink 195:25, 28, 30 Je 6 '41

DeLong cultivates future buyers by working with school teachers. C. A. Emley. il Sales Management 49:58-9 O 1 '41

General Mills ties in with nutrition drive; kit for teachers and others. il Ptr Ink 196:82-3 S 5 '41

Soldiers, Appeal to

Army angles; manufacturers are using advertising to cultivate America's growing military market. P. H. Erbes, jr. Ptr Ink 194:17-21 F 14 '41

Special weeks

See Advertising campaigns—Special weeks

Statistics

Advertising cost drops to 2% of national income. L. D. H. Weld. Ptr Ink 197:9-12 O 31 '41

Advertising expenditures in leading magazines, 1935 through 1940. Adv & Sell 34:131 F 13 '41

ADVERTISING—Statistics—*Continued*

Advertising trend volume appears steady; changes in individual lines. Business Week p36+ Ag 9 '41

Advertising up 8%. il Business Week p38+ Ja 18 '41

Advertising up 3.9%; further gain indicated. L. D. H. Weld. Ptr Ink 196:19-22 Ag 22 '41

Advertising volume for December issues of industrial, trade and class papers, and totals for 1940 and 1939. Ind Marketing 26: 92 Ja '41

As unemployment goes down, advertising volume grows; a P.I. index study. L. D. H. Weld. Ptr Ink 193:13-16 D 6 '40

Balance sheet of business; chart based on information compiled by the Federal trade commission in its series of Industrial corporation reports; advertising expenses. Ptr Ink Mo 43:28[fold insert] Ag; 16-17 N '41

Direct mail, too; Leonard Raymond's charts supply link that is missing in L. D. H. Weld's index. Ptr Ink 194:36 Ap 4 '41

Excess profits tax had little influence on advertising during first World war. L. D. H. Weld. Ptr Ink 194:13-16 F 14 '41

Farm-paper linage; advertising volume for December as compared with a year ago; a 14-year-old feature. Ptr Ink 193:63-5 D 20 '40

Farm-paper linage; figures for January monthlies; and linage for December publications. Ptr Ink 194:63-4 Ja 17 '41 [cont monthly]

Farm publications; advertising linage, 5 year totals. Ptr Ink 194:92-92a Ja 31 '41

Gain for advertising in 1941 is indicated by study of 1940 index figures. L. D. H. Weld. Ptr Ink 194:15-18 Mr 14 '41

How advertising is planned and purchased; pictograph. Sales Management 48:37 Je 15 '41

How retail advertising expenditures vary with sales volume and size of city. W. L. Mitchell, jr. Dun's R 49:13-20 Ja '41

January magazine advertising, 1939-1941. Ptr Ink 194:80, 82, 84 Ja 10 '41 [cont monthly]

Limit on advertising under profits tax would hurt business; advertising has increased more slowly than national income and other factors. L. D. H. Weld. Ptr Ink 194: 11-16 Ja 10 '41

Magazine linage; total linage for five years. Ptr Ink 194:96, 98, 100 Ja 31 '41

Magazine summary; this P.I. department now 36 years old. Ptr Ink 193:86, 88+ D 13 '40

Major account changes, 1933-1940; analysis of agency shifts of the 150 largest advertisers. Adv & Sell 34:17-19+ Ja '41

Newspaper advertising. Dun's R 49:38-9 F '41

1,129 advertisers spent $378,828,009. Ptr Ink 195:18 Je 27 '41

$1,660,000,000 for advertising in 1940; per capita outlay by years, 1926-1940. L. D. H. Weld. Ptr Ink 194:15-18 Ap 4 '41

Space placed in all business papers by advertising agencies in 1939-1940; tabulation. Ind Marketing 26:80-3 Ag '41

2.9% gain in 1940 advertising volume fails to keep pace with business advance. L. D. H. Weld. Ptr Ink 194:21-5 Ja 24 '41

$228,855,342 invested in three media during 1940 by 360 advertisers; comparative showing of 5 years' expenditures in magazines, farm papers and network radio; tabulation with names of advertisers. Ptr Ink 194: 41-106 Ja 31 '41

Where is advertising in today's boom? H. Demarest. Adv & Sell 34:20-1 Ja '41

Why advertising has failed to keep pace with economic advancement. L. D. H. Weld. Ptr Ink 195:33, 36-7+ My 2 '41

See also

Advertising, Mail—Statistics

Advertising appropriations

Radio advertising—Statistics

Stockholders, Appeal to

Humanized reports; study of current statements to stockholders, including Equitable. P. Cameron. il Ptr Ink 194:73-4, 76-7 Mr 21 '41

Study and teaching

After hours. D. K. Beckley. Ptr Ink 194:6 Ja 17 '41

Cup from Ken Dyke, checks from P.I. go to Alpha delta sigma promotion contest winners. R. Dickinson. Ptr Ink 195:61-2+ My 30 '41

Post-graduate conference of advertising that sells, sponsored by Chicago federated advertising club. Ptr Ink 194:23-4 Ja 31 '41

Tables, calculations, etc.

How circulines can measure advertising pressure. N. H. Seubert. Adv & Sell 34:68-70 Je '41

Taxation

Advertising tax bill. Ptr Ink 193:14 D 13 '40

Advertising tax opposed at Senate hearing. Ptr Ink 196:37, 40+ Ag 22 '41

Going and coming; how a tax on advertising would hit the consumer; 24-year-old statement. R. A. Foley. Ptr Ink 194:13-14 Ja 3 '41

Voorhis and his bill; full text of H.R. 10720 proposing tax on advertising. Ptr Ink 193: 17-18 D 20 '40

Why the proposed advertising tax should be killed. C. E. Murphy; J. Benson; G. S. McMillan. Adv & Sell 34:64-6 S '41

See also

Radio advertising—Taxation

Testing

See Advertisements—Testing

Women, Appeal to

Millons of Myrtles; Fawcett women's group. il Sales Management 48:65 My 1 '41

Trends in retail advertising copy: 1920-1940; survey of merchandise facts included in ready-to-wear advertising, with specific recommendations for today's copywriter. F. B. Sternhart. J Retailing 17:78-83 O '41

Women's reading habits. Ptr Ink 196:64 Jl 4 '41

Young people, Appeal to

See also

Advertising—Children, Appeal to

Canada

Advertising, if allowed, can serve in world emergency. B. K. Sandwell. Ptr Ink 195: 74-5 My 9 '41

Canada's advertisers aid war drives. B. Brooker. il Ptr Ink 196:17-20+ Jl 11 '41

Government advertising is part of Canada's war program. I. H. Macdonald. Ptr Ink 197:21-3+ O 24 '41

Selling the Canadian market. I. D. Carson. Ind Marketing 26:27-9+ O '41

Great Britain

Advertising must heed lessons taught by war; otherwise it is due for crackup; British merchandising scene. W. Buchanan-Taylor. Ptr Ink 193:33+ N 29 '40

Advertising under fire. D. V. Baker. il Adv & Sell 34:44+ My; 30, 50+ Je '41

As the bombs fall; how English advertising clubs carry on in wartime. G. R. Chapman. Ptr Ink 193:79-81, 84 N 22 '40

Brave British advertisers. il Ptr Ink 196:17-19 Ag 15 '41

Britain's wartime copy; specimens. Adv & Sell 34:21 O '41

British agent writes of advertising in Great Britain. Ptr Ink 196:50 S 12 '41

British war advertising wins. Ptr Ink 195: 12 Je 6 '41

Cold feet? to industrial advertisers who fear uncertainty this British business-paper story is commended. il Ptr Ink 194:23-4 F 14 '41

English advertisers build good-will for use after war ends. C. Chisholm. il Ptr Ink 194:15-18 F 7 '41

ADVERTISING—Great Britain—*Continued*

How British dailies beat blitz. C. Day. Ptr Ink Mo 42:39-40 Ap '41

Modern publicity in war (modern publicity 1941). F. A. Mercer and G. L. Fraser, eds. 2d ed 128p $4.50 Studio publications, New York '41

Take a look at England. J. R. Weddell. il Ptr Ink Mo 42:10-11+ My '41

U.S. must guard its economy to prepare for return of peace; lesson from England. R. Dickinson. Ptr Ink 194:11-14 Ja 31 '41

War creates new advertising themes. R. S. Lyons. il Ptr Ink 197:13-16 O 10 '41

Wartime changes by English advertiser; Cadbury bros, Bournville, England. P. B. Redmayne. il Ptr Ink Mo 42:10-11+ Je '41

Wartime copy from British battlefront. il Ptr Ink 195:14 Je 20 '41

What war has done to British advertising; commodity shortages, shifting market centers, government campaigns, increased employment influence volume and use of space. D. W. Walton. il Ptr Ink 195:13-16+ My 9 '41

Latin America

Hemisphere flop; ad campaign to help out Latin publishers is spiked. Business Week p43-4 Jl 5 '41

Latin serenade; U.S. radio giants now wooing sponsors for programs. Business Week p32+ Jl 19 '41

Making advertising click in Latin America. G. D. Ingells. il Ind Marketing 26:18-19+ Ap '41

South American campaign; travel to and in the United States will be advertised to Latin-Americans. Ptr Ink 195:22 Ap 11 '41

Mexico

American ad-venture. S. Carewe. Ptr Ink Mo 42:54 Je '41

Panama

Order regulating advertising in Panama; display signs, posters, and other advertising matter in Spanish. For Comm W 1:355 N 23 '40

ADVERTISING, Association

Awards for advertisements appearing in any medium sponsored by one or more trade associations. il Adv & Sell 34:26-9 F 13 '41

Hotels unite for more patronage. il Ptr Ink Mo 43:47 Ag '41

Life insurance advertising comes of age. K. H. Mathus. il Ptr Ink Mo 43:5-8+ N '41

Sectional promotion brings million dollars in new money; advertising and promotion for three counties in western Massachusetts. il Ptr Ink Mo 43:43+ Jl '41

Teaser campaign cuts waste, boosts direct-mail results; National dairy council sales drive. il Ptr Ink 195:19-21 My 30 '41

See also

Advertising campaigns—Special weeks

ADVERTISING, Cooperative

California Dons. il Ptr Ink 196:60-1 Ag 29 '41

Coöperative advertising of safe deposit service. F. O. Brand. Bankers M 142:23-5 Ja '41

Neither indictment nor war can stop aggressive cranberry program. C. J. Swan. il Ptr Ink 197:21-4 N 7 '41

Pot for dress ads; garment manufacturers and I.L.G.W.U. campaign. Business Week p30-1 Ja 4 '41

Power sales display wins industry favor. Elec W 114:1660+ N 30 '40

Union and owners advertise together; Greater Chicago laundry industry. il Ptr Ink 195:24 Je 20 '41

See also

Advertising, Association

Radio advertising, Cooperative

Manufacturers and dealers

Why we merchandise ads to the hilt for dealers and salesmen; Bantam bearings corp. J. K. Crippen. il Sales Management 48:70-3 Ja 15 '41

ADVERTISING, Direct mail. See Advertising, Mail

ADVERTISING, Educational

Advertisers and defense; new consumer psychology demands thinking in terms of public relations. P. Garrett. Ptr Ink 195:17-19 My 9 '41

Advertising for tomorrow; Bausch & Lomb campaign. il Ind Marketing 26:30 Je '41

Aluminum, hit by priority rules, rushes factory expansion and good-will advertising. C. J. Swan. il Ptr Ink 194:11-13 Mr 14 '41

Awards for advertisements contributing most to the advancement of advertising as a social force. il Adv & Sell 34:38-41 F 13 '41

Beats SPAB to it; Lorentzen Hardware drastically cuts lines and explains in advertising. il Ptr Ink 196:17-18 S 19 '41

Building from within, Know your community campaign wins approval; Rockland light and power company. Am Gas Assn Mo 23:261-2 Jl-Ag '41

Copy man as labor arbiter; our pickets are the nicest bunch of strangers we have ever met! il Ptr Ink 197:16 O 10 '41

Exclusive data features Greenfield's defense advertising; information to aid in the buying and use of metal cutting tools. G. Snow. il Ind Marketing 26:24-5 S '41

Fate of industrial advertising hangs on a thread of usefulness. il Ind Marketing 26:77+ S '41

$5 million campaign suggested to educate public about advertising. L. D. H. Weld. Ptr Ink 196:59-60+ Jl 18 '41; Discussion. F. A. Nagley. 196:16 Ag 15 '41

General Mills ties in with nutrition drive; kit for teachers and others. il Ptr Ink 196:82-3 S 5 '41

Helpful thought from World war 1; when barrel makers couldn't sell barrels, they advertised service. M. K. Powers. Ptr Ink 196:15-16 S 19 '41

How U.S. could use paid advertising now. R. Dickinson. il Ptr Ink 196:9-12+ Jl 11 '41

Human advertising brings Wall St. firm 7,356 new accounts; Merrill Lynch, E. A. Pierce & Cassatt. C. J. Swan. il Ptr Ink 193:11-13+ D 13 '40

Ingredients as basis for advertised story; shoe company, in all leather educational program, makes interesting use of Uncle Sam theme. K. B. White. il Ptr Ink 195:17-19 Je 20 '41

International Nickel helps customers to do without its goods! Sales Management 49:44+ Jl 1 '41

Lumber gains new markets through engineering promotion; educational campaign built around connector device. V. W. De Vries. il Ind Marketing 26:34-5 My '41

Mailings to homes of 20,000 machine operators; Warner & Swasey bulletin "Blue chips" for lathe operators. il Ptr Ink Mo 42:44 Mr '41

Negative approach plus; Photo finishing council discourages grocers from handling films. il Ptr Ink 196:42 Jl 4 '41

No zinc to sell now, but advertising builds markets for future; New Jersey Zinc business paper and direct mail campaign. C. J. Swan. il Ptr Ink 197:46, 48-9 O 31 '41

Open letter to the advertising agencies of America; sell America to Americans. R. F. Irvin. Ptr Ink 196:24, 26+ S 12 '41

Oversold, lathe firm advertises to buyers whose orders it can't fill; Warner & Swasey push a service to help factories get greater speed and efficiency. il Sales Management 48:40, 44 F 1 '41

Printers produce a patriotic film; Graphic arts association of Grand Rapids. il Inland Ptr 106:31-2 F '41

Protest against the new regulations controlling consumer credit. Ptr Ink 196:101-2 S 26 '41

Public sentiment is everything; everlasting interpretation of business needed to preserve economic democracy. L. R. Walter. Barron's 21:7 My 12 '41

Shop bulletins for maintenance men offered by Crane co. W. L. Witt. il Ind Marketing 26:30-1+ S '41

ADVERTISING, Educational—*Continued*

What of 1946? selling industry to the people. E. R. Smith. Ptr Ink 196:15-18 S 5 '41

Wholesaler's copy tells all; industry applauds. il Ptr Ink 196:32, 34 S 12 '41

See also

Advertising, Association

Advertising, Institutional

Money raising campaigns

Political advertising

ADVERTISING, Foreign

Making advertising click in Latin America. G. D. Ingells. il Ind Marketing 26:18-19+ Ap '41

South American campaign; travel to and in the United States will be advertised to Latin-Americans. Ptr Ink 195:22 Ap 11 '41

See also

Radio advertising, Foreign

ADVERTISING, Fraudulent

Iliad of a heel; cure-all shoe plate jails its maker on FDA evidence. Business Week p33+ D 14 '40

See also

Advertising—Laws and regulations

Advertising ethics

ADVERTISING, Indirect

Advertises customer defense story; Johns-Manville advertises steel industry. il Ptr Ink 195:23-4 My 30 '41

Bank's dealer helps sell houses for builders; series of newspaper advertisements designed to locate prospects for the builders. R. W. Sparks. il Ptr Ink Mo 42:16+ Je '41

How Seng promotes sales through customers' customers; Seng handbook of furniture facts for retail furniture salesmen and Seng book for dealers. il Ptr Ink Mo 43:42+ Ag '41

See also

Advertising, Educational

ADVERTISING, Industrial. See Advertising—Industries, Appeal to

ADVERTISING, Institutional

Advertisements to build reputation must be preanalyzed on basis different from that followed in evaluating direct-results copy; Goodrich experience. H. E. Van Petten. il Ptr Ink 195:15-17 Je 27 '41

Advertisers and defense; new consumer psychology demands thinking in terms of public relations. P. Garrett. Ptr Ink 195:17-19 My 9 '41

Check list approach makes it easy to tell an institutional story. F. G. Rudge. Ptr Ink 195:36, 38, 40 Ap 18 '41

Courting the modern Priscilla; the institutional advertising job of the utility industry. J. B. Gibbons. Am Gas Assn Proc 1940:406-10

Disston cements relations with old customers. il Ptr Ink Mo 43:22 S '41

Hyperopic advertising; Bausch & Lomb optical co. M. C. Williamson. il Ptr Ink Mo 43:13+ S '41

Institutional copy, a challenge to advertisers; should stand on its own two feet. E. Peterson. il Ptr Ink 196:11-13, 70-3 S 5 '41

Link-Belt tells about its defense job. Am Business 11:41 O '41

N.I.A.A.'s message to advertisers: dig in now for after-war defense. C. B. Larrabee. il Ptr Ink 196:9-11, 85-8 S 26 '41

Oversold, yet company begins first consumer copy and a 10-year program; National gypsum company; interview by Eldridge Peterson with Melvin H. Baker. il Ptr Ink 196:9-11, 61-3 S 12 '41

Republic Steel looks ahead. C. W. Ruth. il Ind Marketing 26:13-15+ Ag '41

Revere advertises now to be ready for post-war home construction boom. il Ptr Ink 197:23-5 O 3 '41

Telling the world, and the workers; American optical company institutional advertisements. il Factory Management 99:56 Je '41

Why Monarch continues advertising when its plant is oversold. F. C. Dull. il Ind Marketing 26:17, 92-3 Ap '41

See also

Radio advertising—Employees' programs

ADVERTISING, Mail

Advertisers want agency help in printed matter but will pay extra. Ptr Ink 196:25-6, 30, 33+ Ag 22 '41

Bull's-eye selling brings results; teaming direct-mail advertising and personal selling; Westinghouse refrigerators. W. R. Mason. il Ptr Ink 196:19-21 S 12 '41

Direct mail advertising. H. R. Hoke. 27p bibliog(p23-7) pa 50c Bellman pub. co, Boston '40

Direct mail awards for 1941. il Ptr Ink Mo 43:20-1+ N '41

Direct mail circularizing. F. G. Packwood. Ins Field (Fire ed) 45:29-30 S 4 '41; Abstract. Nat Underw 45:29-30 S 4 '41

Direct-mail consistency as worked out by American airlines. C. A. Stevens, jr. Ptr Ink 195:77-80 Ap 25 '41

Direct-mail program comes of age; Fenestra gives ideas to architects and builders at same time. E. Hunter. il Ptr Ink Mo 43:27+ S '41

Direct mail sells highly perishable chicks. J. H. Buswell. il Ptr Ink Mo 43:34+ O '41

Fifty and broke—was Tom Collard in 1931, today president of Paramount rubber service, inc. Ptr Ink 194:17-18 F 28 '41

Films help Cleveland Tractor sign new dealers and train them; slide films, movies, and direct mail. il Sales Management 49:56-9 S 1 '41

Forgotten merchandisers; place of small media in modern advertising; letterheads, calendars, package inserts, labels, etc. P. Flagler. il Adv & Sell 34:36+ S '41

Four ways to increase mail returns with envelopes. Am Business 11:17 My '41

Fuel saving a factor in national defense; selling winter air conditioning equipment. C. P. Balsam. Sheet Metal Worker 32:44, 46+ Ag '41

Getting retailers to do direct mail advertising. J. Reiss. Ptr Ink 196:19-21, 61, 64 S 5 '41

How is direct advertising planned? Management R 30:139-40 Ap '41

Ideas on applying direct mail to war and post-war needs. Ptr Ink 197:70, 72 O 17 '41

It gets the pennies and helps grocers with problems caused by food stamp regulations; Sun-maid Raisin PennyPack. H. L. Scott. il Ptr Ink 196:22-3 S 12 '41

Limited edition; American book-Stratford press rains tailor-made poetry on comatose customers. Ptr Ink Mo 42:47+ F '41

Mail campaign, intensely personalized. H. L. Harrison. il Ptr Ink Mo 42:49+ Ap '41

New idea, gala package and advertising; Fresh limes, inc. offer Mexican basket of food. il Ptr Ink Mo 41:12+ D '40

No zinc to sell now, but advertising builds markets for future; New Jersey Zinc business paper and direct mail campaign. C. J. Swan. il Ptr Ink 197:46, 48-9 O 31 '41

Pharmaceutical advertising to doctors. R. B. Rand. J Business 14:150-68 Ap '41

Practical use of direct mail during the preparedness program; American bandage corporation, Chicago. R. Stone. il Ind Marketing 26:31-2+ Je '41

Pulling power of color. Inland Ptr 107:58-9 Ag '41

Red umbrella selling; advertising and selling cattle. M. Moore. il Ptr Ink 194:27+ Ja 3 '41

Silent salesman makes a loud noise in paving way for sales. A. J. Larson. Am Gas J 154:40-1 Ja '41

Teaser campaign cuts waste, boosts direct-mail results; National dairy council sales drive. il Ptr Ink 195:19-21 My 30 '41

Ten rules for getting department stores to use mailing pieces. J. C. Cumming. il Sales Management 49:28, 30 S 15 '41

ADVERTISING, Mail—*Continued*

$35 advertising expenditure nets million-dollar sub-contract; Rowe mfg. company's advertising manager sends letter to NIAA members. Ind Marketing 26:19+ N '41
Twenty-five years' progress of direct mail advertising. H. J. Buckley. il Ind Marketing 26:24-5+ Mr '41
Variety assured for direct-mail campaign. Ptr Ink Mo 42:56-8 Je '41
What a purchasing agent does with direct mail. W. J. Auburn. Ind Marketing 26:24-5+ F '41

See also
Advertisements—Books and booklets
Calendars
Catalogs
House organs
Letterheads
Mail order business
Sales letters

Postal cards

Profits from picture post cards. T. H. Jones. Inland Ptr 106:68-9 Ja '41

Returns

Clinic for sick sales letters jumps mail order returns 17%; National oil products co. Sales Management 48:20-1 Je 15 '41
Direct-mail program pulls 22% for G-E. C. J. Swan. il Ptr Ink 196:13-15+ Ag 1 '41

Statistics

Direct mail, too; Leonard Raymond's charts supply link that is missing in L. D. H. Weld's index. Ptr Ink 194:36 Ap 4 '41
Monthly direct-mail volume. Ptr Ink 194:41 F 21 '41 [cont monthly]

Testing

Treasury sends out test letters, in Defense bond drive. E. R. Buckley. Ptr Ink 196:53-4, 56, 60 Ag 15 '41

ADVERTISING, National

Battle of brands in today's market; production costs and rising prices threaten private labels. H. Demarest. il Adv & Sell 34:19-20 S '41
Branded and advertised wallpapers pull United out of red ink. W. H. Yates. il Sales Management 48:18-20+ Ap 1 '41
How well do housewives know your product? technique for measuring consumer identification of grocery brands and packages. G. Gage. il Adv & Sell 34:18-19, 74 Ag '41
It's done with mirrors; Nurre advertisements. R. D. Estle. il Ptr Ink 196:15-17, 60, 62 Jl 4 '41
National advertising is really informative, says consumer relations group. Ptr Ink 196:132-3 Ag 22 '41
Old firm, new ideas; what added line, smart packaging and advertising did for America's veteran perfumer, Solon Palmer. C. J. Swan. il Ptr Ink 194:17-20 Ja 31 '41
Oversold, yet company begins first consumer copy and a 10-year program; National gypsum company; interview by Eldridge Peterson with Melvin H. Baker. il Ptr Ink 196:9-11, 61-3 S 12 '41
Sales jump 100% through aggressive advertising by maker of hidden product; Popsicle ice cream products. il Ptr Ink 195:13-15 Je 6 '41
Ten ways to sell advertised brands. M. J. Cousins. Am Business 11:26 Ag '41
When women enter super markets, do they know what brands they'll buy? il Sales Management 48:16-18, 56-8 My 1 '41

See also
Advertising appropriations
Advertising campaigns

Statistics

See Advertising—Statistics

ADVERTISING, Outdoor

Review and forecast; outdoor advertising. il Adv & Sell 34:177-8+ F 13 '41
Supreme court poster decision in anti-trust damage suit brought. Ptr Ink 193:18 D 13 '40

See also
Electric signs
Posters

Awards

Awards for outdoor advertising programs. il Adv & Sell 34:48-58 F 13 '41

Taxation

Advertising tax opposed at Senate hearing. Ptr Ink 196:37, 40+ Ag 22 '41

ADVERTISING, Point-of-sale

Cooperative idea in display. F. D. Gonda. il Mod Packaging 14:65-6 D '40
Elsie at the point of sale. A. W. Ramsdell. il Mod Packaging 15:73-5+ N '41
How G-E promotes bulb displays. N. W. Townsend. il Mod Packaging 14:73-7, 100, 102-4+ F '41
How to get maximum use of displays. W. Alexander. il Adv & Sell 33:38, 90+ D '40
Ideas always sell above par. Ptr Ink Mo 43:20+ Ag '41
Identity at point of sale: how one soft drink maker gets it; Lyons-Magnus root beer. R. Severin. Sales Management 48:54-6 Ap 1 '41
Just doughnuts regardless of brand. C. J. Swan. il Ptr Ink 197:32-3+ O 10 '41
Making buying easy; point-of-sale display ideas, Edgeworth, Stearns and Stanley tools. il Ptr Ink 194:73-5 F 28 '41
New York city display tax worries advertisers; Occupancy tax bill may cover advertisers who use store displays and other point-of-sale material. Mod Packaging 14:71 N '40
Point-of-sale advertising allotment. Ptr Ink Mo 43:44 Ag '41
Point-of-sale clinic; manufacturers' and retail stores' promotion men at NRDGA session. E. Peterson. Ptr Ink 194:53-4, 56 Ja 24 '41
Review and forecast; point-of-purchase. il Adv & Sell 34:203-6 F 13 '41
Sales jump 100% through aggressive advertising by maker of hidden product; Popsicle ice cream products. il Ptr Ink 195:13-15 Je 6 '41
Traffic counts at the place of purchase. L. Jones. Mod Packaging 15:78+ N '41
You can buy it here! printed cellulose for advertising at point of sale. il Mod Packaging 14:84 Ag '41

See also
Labels
Show cards

ADVERTISING, Political. See Political advertising

ADVERTISING, Radio. See Radio advertising

ADVERTISING, Soliciting of

Government warns blackjack advertising solicitors. R. B. Lord. Ptr Ink 194:18 Ap 4 '41
In planning sales strategy, experience can be a liability; pattern necessary to sale of an intangible such as an advertising plan. C. B. Brown. Ptr Ink 196:23-4+ Ag 15 '41
Out of five space peddlers, two proved themselves to be real salesmen. W. E. McFee. Ptr Ink 194:17-20 Mr 7 '41
Space buyers like and dislike these things about space sellers; survey made at Harvard business school. W. R. Appleby. Ptr Ink 195:11-12+ My 16 '41
Special representative loses court fight. Ptr Ink 194:77 Mr 14 '41
There isn't any reason for it, it's just our policy. B. E. Tacks. Sales Management 47:36 D 15 '40

See also
Audit bureau of circulations

ADVERTISING, State. See State advertising

ADVERTISING, Trade union

Litho union advertises. Ptr Ink 194:132 Ja 31 '41
New idea in industrial relations; co-operation in New York's leading industry includes substantial contribution to advertising fund; New York joint board of dressmakers. M. Dodson. il Ptr Ink Mo 43:5-8+ O '41
Pot for dress ads; garment manufacturers and I.L.G.W.U. campaign. Business Week p30-1 Ja 4 '41

ADVERTISING, Trade union—*Continued*

Union advertisers; two campaigns: for all labor, for garment trade. Business Week p45+ N 23 '40

Union and owners advertise together; Greater Chicago laundry industry. il Ptr Ink 195: 24 Je 20 '41

ADVERTISING agencies

Advertising agencies' contribution to better industrial advertising. C. L. Eshleman. il Ind Marketing 26:20-1 Mr '41

Advertising agency can learn much from retailer, and vice versa. T. Aitken, jr. Ptr Ink 193:68, 70-2 D 6 '40

Agencies adjust programs to new music as government enters radio battle. E. Peterson. Ptr Ink 194:106-10 Ja 3 '41

Agency presentation; 1940 version. Sales Management 47:76 D 1 '40

Beaumont and Hohman. Sales Management 48:68-9 My 1 '41

Epic; planes grounded, agent uses telephoto service to sell new campaign. H. L. Stephen. Ptr Ink 193:78 N 22 '40

Every man a genius! why some small advertising agencies stay that way. Ptr Ink 193:19-20 N 22 '40

How agency men can turn up valuable data by going out on firing line with client's salesmen. S. Brock, jr. Ptr Ink 193:59-60+ D 20 '40

Major account changes, 1933-1940; analysis of agency shifts of the 150 largest advertisers. Adv & Sell 34:17-19+ Ja '41

Minneapolis agency change; Hutchinson advertising agency becomes branch of McCann-Erickson. Ptr Ink 194:24 Ja 31 '41

New business program for advertising agencies; Printers' Ink Monthly special study. E. B. Weiss. Ptr Ink Mo 42:18-20+ F '41

New insurance advertising agency; Parker-Allston associates. Nat Underw (Life ed) 44:5 D 13 '40; Spectator (Property ed) 6: 16+ D 12 '40

Open letter to the advertising agencies of America; sell America to Americans. R. F. Irvin. Ptr Ink 196:24, 26+ S 12 '41

Propaganda idea; U.S. advertising agencies could counteract effects of Nazi poison. E. B. Weiss. Ptr Ink 194:37, 40 Ja 17 '41

Review and forecast; advertising agencies. il Adv & Sell 34:149-52+ F 13 '41

Small agency faces the emergency. J. Truscott. Adv & Sell 34:12 Ag '41

See also
Advertising, Soliciting of

Art departments

When agency gets new accounts here is how art department squares away for action. E. B. Weiss. Ptr Ink 196:35+ Ag 15 '41

Cartoons

Advertising business; cartoons by Dr Seuss. Adv & Sell 34:16a Jl; 16a Ag; 16a S; 16a O '41

Commissions

Advertisers want agency help in printed matter but will pay extra. Ptr Ink 196: 25-6, 30, 33+ Ag 22 '41

Too much service, too little compensation. Ptr Ink 196:30, 32-3, 36 Ag 29 '41

Costs

What per cent of space should be spent for production? N. Wilder. Ptr Ink 196:6 Ag 15 '41

Employees

Back to school; small agency tries educational experiment, with media men as faculty. M. Kremer. Ptr Ink 193:19-20 D 13 '40

Changes in personnel. Published in monthly numbers of Advertising and selling

On hiring copy men; difficulties encountered in seeking agency jobs. E. Butt. Ptr Ink 193:88-91 D 6 '40

Management

Agency men look ahead. Sales Management 49:66 Jl 15 '41

How advertising agencies start work on new accounts. E. B. Weiss. Ptr Ink 195:11-13, 58 Je 20 '41

How agencies can adapt themselves to a defense economy. W. York. Ptr Ink 195:74-6 Je 20 '41

How agency copy departments swing into action on new accounts. E. B. Weiss. Ptr Ink 196:53-6+ Jl 18 '41

Idea for agencies; sales promotion, included in their activities, would make service to clients complete. R. E. Moore. Ptr Ink 194: 37+ Mr 21 '41

When agency gets a new account, media department must move quickly. E. B. Weiss. Ptr Ink 196:25, 28-9, 32 Ag 1 '41

Production departments

Agency production and new accounts; master check list. E. B. Weiss. Ptr Ink 196:23-6, 28-9 Jl 4 '41

Public relations

After hours. T. Aitken, jr. Ptr Ink 195:6 My 16 '41

Service

Advertisers, as a rule, seem to want agency help in sales department. Ptr Ink 195:25-6, 30, 32-3+ My 30 '41

Advertisers want agency help in printed matter but will pay extra. Ptr Ink 196: 25-6, 30, 33+ Ag 22 '41

Agency competition often results in giving too much service. Ptr Ink 195:11-12+ My 2 '41

Comfort for agents in this P.I. jury report; advertisers feel entitled to help in sales department, but more than half feel they should pay extra for it. Ptr Ink 195:15-17+ Je 13 '41

Majority of advertisers want distribution counsel from their agencies. Ptr Ink 195:62, 65, 68 Je 27 '41

Too much service, too little compensation. Ptr Ink 196:30, 32-3, 36 Ag 29 '41

What advertisers think about agency research. Ptr Ink 195:51+ My 16 '41

What Pontiac expects from advertising and its agency next year. D. U. Bathrick. Ptr Ink 193:17-20 D 6 '40

Space buyers

Ideas for space buyers. S. Peabody. Ptr Ink 195:20 My 9 '41

Space buyers like and dislike these things about space sellers; survey made at Harvard business school. W. R. Appleby. Ptr Ink 195:11-12+ My 16 '41

Standards for media data to reduce waste in space buying; six-point plan. W. York. Ind Marketing 26:25-6+ My '41

When agency gets a new account, media department must move quickly. E. B. Weiss. Ptr Ink 196:25, 28-9, 32 Ag 1 '41

Taxation

Advertising agencies and the excess profits tax; personal service exemptions. J. K. Lasser. Adv & Sell 33:39-40, 72 D '40

ADVERTISING allowances

Advertising allowances. L. G. Nordstrom. J Retailing 17:36-42 Ap '41

Advertising cut; Simmons move to halt its dealer allowances. Business Week p39-40 Jl 19 '41

U.S. seeks data about advertising; Federal trade commission sends questionnaire to department stores, while Thurman Arnold asks quick information from oil companies. Ptr Ink 196:56, 58, 60 Jl 25 '41

ADVERTISING and bankers

See also
Bank advertising

ADVERTISING and employees

Advertising and promotion techniques used by RCA to boost wartime production. il Ptr Ink 196:53-4 S 12 '41

ADVERTISING and employees—*Continued*

Selling the advertising to ticket agents; Santa Fe trailways uses prize contest. Bus Transportation 20:382-4 Ag '41

See also

Advertising—Employees, Appeal to

Radio advertising—Employees' programs

ADVERTISING and salesmen

Advertisers, as a rule, seem to want agency help in sales department. Ptr Ink 195:25-6, 30, 32-3+ My 30 '41

Bull's-eye selling brings results; teaming direct-mail advertising and personal selling; Westinghouse refrigerators. W. R. Mason. il Ptr Ink 196:19-21 S 12 '41

Crane's 3-point program for a sellers' market. il Ptr Ink 196:18-20 Ag 29 '41

Do you tell all your field men all that you are doing for them? B. E. Tacks. Sales Management 48:72-3 F 15 '41

Esso salesmen meet father. Ptr Ink 194:76-7 Mr 14 '41

15-point program for selling your advertising to your salesmen. L. Valenstein. il Sales Management 49:64-6, 68-71 O 10 '41

Lamson & Sessions salesmen steer company's advertising course. il Sales Management 49:48, 50-1 S 1 '41

Mechanized selling; over-emphasis on industrial advertising inquiries may be symptom of under-emphasis on sound planning. A. H. Fensholt. Ptr Ink 194:13-14 Ja 17 '41

Merchandise your advertising; triple your results. G. B. Schuyler. Adv & Sell 34:36b Ag '41

Poll salesmen on company advertising? Ptr Ink Mo 42:27+ Ja '41

Post facto portfolio; Celotex shows what was done and how it works. Ptr Ink 193:65-6 D 27 '40

Selling advertising to the sales force so they will use it. J. A. DeLo. il Ind Marketing 26:30, 33, 90-1 My '41

Sunkist sales and advertising go hand in hand. P. S. Armstrong. il Ptr Ink Mo 42:13+ My '41

Ways to help the salesman with letters; DeLong hook & eye company. C. A. Emley. Ind Marketing 26:19+ F '41

Who is responsible for inquiries—publisher or advertiser? A. H. Fensholt. il Ind Marketing 26:17-18, 72, 74-5 F '41

Why we merchandise ads to the hilt for dealers and salesmen; Bantam bearings corp. J. K. Crippen. il Sales Management 48:70-3 Ja 15 '41

Year on the road; advertising man turned salesman. J. Ungar. Ptr Ink 197:47, 50+ O 10 '41

ADVERTISING and war

Advertisers' achievements in 1918 offer inspiration for advertisers of 1941; some case histories. C. J. Swan. Ptr Ink 196:33+ Jl 4; 43+ Jl 18; 25+ Ag 8 '41

Advertising must heed lessons taught by war; otherwise it is due for crackup; British merchandising scene; National savings committee publicity program. W. Buchanan-Taylor. Ptr Ink 193:33+ N 29 '40

Advertising policies during the war. L. Bristol. Oil Paint & Drug Rep 140:50D O 6 '41

Advertising under fire. D. V. Baker. il Adv & Sell 34:44+ My; 30, 50+ Je '41

Brave British advertisers. il Ptr Ink 196:17-19 Ag 15 '41

Britain's wartime copy; specimens. Adv & Sell 34:21 O '41

British war advertising wins. Ptr Ink 195:12 Je 6 '41

Canada's advertisers aid war drives. B. Brooker. il Ptr Ink 196:17-20+ Jl 11 '41

Cold feet? to industrial advertisers who fear uncertainty this British business-paper story is commended. il Ptr Ink 194:23-4 F 14 '41

Damn the torpedoes! advertise! from Printers' Ink for Feb. 28, 1918. J. J. Geisinger. Ptr Ink 196:61-2+ Ag 15 '41

English advertisers build good-will for use after war ends. C. Chisholm. il Ptr Ink 194:15-18 F 7 '41

Excess profits tax had little influence on advertising during first World war. L. D. H. Weld. Ptr Ink 194:13-16 F 14 '41

Faith in advertising pays rich dividends; companies that kept up effort during World war sellers' market survive as today's leaders. Ptr Ink 196:82+ Ag 22 '41

Government advertising is part of Canada's war program. I. H. Macdonald. Ptr Ink 197:21-3+ O 24 '41

Helpful thought from World war 1; when barrel makers couldn't sell barrels, they advertised service. M. K. Powers. Ptr Ink 196:15-16 S 19 '41

How advertising brought in 60,000 binoculars for Britain's armed forces when all other means had failed. C. Chisholm. il Ptr Ink 195:13-15 Ap 25 '41

Industrial advertising in a wartime economy. H. T. Hunter. Ind Marketing 26:15-17+ O '41

Modern publicity in war (modern publicity 1941). F. A. Mercer and G. L. Fraser, eds. 2d ed 128p $4.50 Studio publications, New York '41

War advertising minus sob sister flavor. il Ptr Ink 197:20-1 O 17 '41

War creates new advertising themes; changed approach by British merchandisers. R. S. Lyons. il Ptr Ink 197:13-16 O 10 '41

Wartime as time for business-building; these advertisers, now great, began in 1915-18. Ptr Ink 196:97, 100, 102-3 Ag 22 '41

Wartime business expansion offers important opportunity for advertisers. R. Rubicam. Ptr Ink 195:9-11+ Je 6 '41

Wartime copy from British battlefront. il Ptr Ink 195:14 Je 20 '41

Wartime economy brings opportunity to retool, re-train, build good-will for future. H. T. Hovde. Ptr Ink 195:67-8, 70 Je 6 '41

What an unlimited emergency means to advertising. H. A. Batten. Adv & Sell 34:11-13+ Jl '41

What war has done to British advertising; commodity shortages, shifting market centers, government campaigns, increased employment influence volume and use of space. D. W. Walton. il Ptr Ink 195:13-16+ My 9 '41

Women welders; war theme works in General Steel Wares advertising. il Ptr Ink 197:19-20 N 7 '41

See also

Advertising copy—Defense theme

ADVERTISING appropriations

Advertising and the new tax law; with tables showing amount of taxes for specified profit totals. J. K. Lasser. Adv & Sell 33:28, 52, 54, 56 N '40; Discussion. 33:29+ D '40

Advertising reserves. Ptr Ink 195:84 Ap 25 '41

Agency executives report firm tone for advertising in 1941. il Ind Marketing 26:25-7, 105-8 Ja '41

Boom in the baby market; Printers' Ink Monthly special study. J. Dublon. il Ptr Ink Mo 43:51-6 N '41

Budget increases up to 20%; industrial advertisers. Ind Marketing 26:19-21, 102-4 Ja '41

Budgets for promoting pleasure travel. C. A. Kirkpatrick. Ptr Ink Mo 43:61+ Ag '41

500% sales increase; sales promotion budget stretched with exceptional results; Taylor bedding mfg. co. L. D. Hammack. Ptr Ink 193:25-7 N 29 '40

44 leaders; advertisers who spent more than $1,000,000 in 1940. Ptr Ink 194:106 Ja 31 '41

How does advertising compare with sales costs? H. Demarest. Adv & Sell 34:38+ My '41

How retail advertising expenditures vary with sales volume and size of city. W. L. Mitchell, jr. Dun's R 49:13-20 Ja '41

How shall we decide size of our advertising appropriation? ten leading methods. Ptr Ink 193:33+ N 22 '40

How to determine the correct size advertising appropriation. N. D. Buehling. il Ind Marketing 26:28-9, 64 My '41

ADVERTISING appropriations—*Continued*

How to get right kind of displays and window space and stay within strictly limited advertising budget. J. Reiss. Ptr Ink 196:41, 44-6, 50 Ag 8 '41

How to make small advertising budget seem to be larger. J. Reiss. Ptr Ink 196:37+ Jl 25 '41

How to squeeze last dollar of profit from limited advertising budget. J. Reiss. Ptr Ink 196:41+ Jl 11 '41

Idea for limited budget advertiser: how to help dealer display his goods. J. Reiss. Ptr Ink 196:55-6, 58, 60-1 Ag 22 '41

Idea for limited budget advertiser: practical ways to cut dealer-help waste. J. Reiss. Ptr Ink 196:23-5+ S 19 '41

Is rail advertising leveling off? a review of 1940 expenditures and the outlook for 1941. F. Snow. Adv & Sell 34:33+ Je '41

NIAA advertising budgets survey reveals 1940 increase; how the 1940 industrial advertising dollar was spent. Ind Marketing 26:32 Ja '41

Point-of-sale advertising allotment. Ptr Ink Mo 43:44 Ag '41

To make small appropriation pay—concentrate! Henry Sochard Fotoclock. il Ptr Ink 196:64 S 19 '41

$228,855,342 invested in three media during 1940 by 360 advertisers; comparative showing of 5 years' expenditures in magazines, farm papers and network radio; tabulation with names of advertisers. Ptr Ink 194:41-106 Ja 31 '41

ADVERTISING art

Advertising art awards. il Ptr Ink Mo 42:40 Je '41

Advertising art, 1940; 20th Art directors' club exhibit. il Adv & Sell 34:28-9 Je '41

Art directors club of New York medals awarded. Ptr Ink 195:57 My 9 '41

Fine art in advertising; De Beers diamond series of paintings. il Adv & Sell 33:44a-44d D '40

Go back to sleep, Michelangelo! function of advertising art is to sell goods. V. Pianka and R. Giles. Ptr Ink Mo 42:31+ Je '41

Medal award and honorable mention for technical excellence of visual presentation (layout, art, typography). il Adv & Sell 34:30-3 F 13 '41

Nineteenth annual of advertising art. 203p $5 Longmans '41

Real art for ads; commercial use of work of outstanding U.S. painters. Business Week p36-8 Je 28 '41

Return of the artist. G. L. Sumner. il Adv & Sell 34:28-9 Ja '41

Twentieth annual of advertising art. 202p $5 Watson-Guptill publications, New York '41

Wake up, Michelangelo! D. Nichols. il Ptr Ink Mo 43:15+ O '41

What are the limits of fine art in advertising? case histories. C. T. Coiner. Adv & Sell 34:14-15 O '41

See also

Advertisements, Pictorial
Posters

ADVERTISING artists

See also

Advertising agencies—Art departments

ADVERTISING as a profession

After hours. C. W. Kohlman. Ptr Ink 196:6 Ag 29 '41

How to get a job and win success in advertising. W. A. Lowen and L. E. Watson. 382p $3 Prentice-Hall '41

Hunting a job; for copy cubs and others. W. Weintz. Ptr Ink 194:23-4, 78-82 F 28 '41

Show's the thing; how to break into advertising today. H. B. Day. Adv & Sell 34:28 O '41

Some common-sense ideas about finding jobs in advertising business. A. O. Buckingham. Ptr Ink 196:61-2, 64-5 Ag 1 '41

300 college students pop questions at panel of Pacific coast advertising dignitaries. Ptr Ink 195:23-5 My 16 '41

See also

Advertising agencies
Advertising copy writers
Advertising ethics
Advertising managers

ADVERTISING associations

Conventions. Published in weekly numbers of Printers' ink

Growth of organized industrial advertising. K. J. Evans. Ind Marketing 26:16-17+ Mr '41

ADVERTISING awards

Ad honors, 1940. il Business Week p36+ F 15 '41

Advertising art awards. il Ptr Ink Mo 42:40 Je '41

Annual advertising awards. Ptr Ink 194:21-2 F 14 '41

Annual advertising awards, 1940. il Adv & Sell 34:1-63 F 13 '41

Annual advertising awards 1941; announcement of regulations. Adv & Sell 34:22, 24, 26 O '41

Art directors club of New York medals awarded. Ptr Ink 195:57 My 9 '41

Borton wins Chicago award. Ptr Ink 194:71 Ap 4 '41

College students map advertising campaigns. il Ptr Ink Mo 43:50 Ag '41

Direct mail awards for 1941. il Ptr Ink Mo 43:20-1+ N '41

Here are winners of copy writing contest. il Inland Ptr 106:52-4 N '40

Public utility advertising men make awards. Am Gas Assn Mo 23:273 Jl-Ag '41

Snapp award winners. Ptr Ink 195:22 My 30 '41

Times wins E. & P. contest. Ptr Ink 195:66 Ap 11 '41

See also

Radio advertising—Awards

ADVERTISING booklets. See Advertisements—Books and booklets

ADVERTISING campaigns

Advertising campaigns. Published in semimonthly numbers of Sales management

Building an industrial advertising campaign; Crane company. H. H. Simmons. Ind Marketing 26:38, 41+ Ja '41

Functional completeness; Proctor dual-automatic toaster. R. M. Oliver. il Ptr Ink 196:13-15 Ag 15 '41

How G-E planned and launched the tri-clad motor campaign. R. D. Jordan. il Ind Marketing 26:14-16+ Ap '41

In planning sales strategy, experience can be a liability; pattern necessary to sale of an intangible such as an advertising plan. C. B. Brown. Ptr Ink 196:23-4+ Ag 15 '41

Many firms launch advertising now to build tomorrow's sales. L. M. Hughes. il Sales Management 49:36, 38, 40+ N 1 '41

Many new advertising campaigns begin. Ptr Ink 197:55+ O 24 '41

Meet Little Miss Pickle Puss; campaign for C. H. B. catsup, pickles, condiments. il Ptr Ink Mo 43:40 O '41

New advertising campaigns. Ptr Ink 197:63+ O 3 '41

New and larger advertising programs. Ptr Ink 196:76-7 S 19 '41

New campaigns breaking. Ptr Ink 196:20 Ag 29 '41

Oversold, yet company begins first consumer copy and a 10-year program; National gypsum company; interview by Eldridge Peterson with Melvin H. Baker. il Ptr Ink 196:9-11, 61-3 S 12 '41

Palm Beach dealer's reply to a personal question; excerpts from the Goodall company's dealer booklet. il Ptr Ink 195:11-14 Ap 11 '41

Seven in a row; adding another largest-ever year for Toastmaster. Ptr Ink 194:11-13 Ja 24 '41

ADVERTISING campaigns—*Continued*
What fields are boosting their advertising budgets? J. L. Williston. il Adv & Sell 34:15-16+ O '41
See also
Advertising, Association

Special weeks
Days, weeks, 1941; with list. Ptr Ink 193:123, 126, 128 N 29 '40; 194:76-7 Ja 17 '41
National weeks calendar. Adv & Sell 34:60, 62 Ja '41
Scholl event, its 25th run completed, highlights success elements in special weeks; based on an interview by P. H. Erbes, jr. with William M. Scholl. il Ptr Ink 196:13-16, 68 Jl 18 '41
Special weeks in 1941. Bankers M 142:71-2 Ja '41
Special weeks in 1941. Sales Management 48:38-9 Ja 1 '41

Testing
Institutional copy, a challenge to advertisers; should stand on its own two feet. E. Peterson. il Ptr Ink 196:11-13, 70-3 S 5 '41

ADVERTISING cards
Subway advertising suit; Board of transportation, New York. Ptr Ink 193:91 D 6 '40
See also
Show cards

ADVERTISING characters
Dramatizing the product with trade characters. il Sales Management 48:22-3 Ja 15 '41
Gas industry gets a sprightly symbol; Jetty Brite. il Pub Util 28:559-60 O 23 '41
Introducing Joy House and the Magic Flame. W. Randall. il Gas Age 87:18-19 Je 19 '41
Johnny the call boy. il Ptr Ink Mo 42:67 F '41
Johns-Manville packings catalog also a good sales presentation. G. F. Price. il Ind Marketing 26:15-17+ Jl '41
Meet Little Miss Pickle Puss; campaign for C. H. B. catsup, pickles, condiments. il Ptr Ink Mo 43:40 O '41
Modern display; symbols that sell. il Mod Packaging 15:79-83 O '41
Reddy Kilowatt, goodwill ambassador-at-large for 156 electric companies. Edison Elec Inst Bul 8:505-6 N '40
These trade characters build profits; John R. Evans co. uses successful Evaline to introduce her brother, Brogi. E. A. Malloy. il Ptr Ink 195:21-4 My 9 '41
Trade character in cartoon strip to tell result stories; Tolhurst centrifugals. R. W. Denman. il Ind Marketing 26:44 Mr '41; Same. Ptr Ink 194:21-2 Mr 7 '41

ADVERTISING contests. See Advertising—Prize contests

ADVERTISING contracts
Publishers fined a cent. Ptr Ink 193:42 D 20 '40
See also
Radio advertising—Contracts

ADVERTISING copy
After hours; eleven successful advertising ideas. W. J. Weir. Ptr Ink 194:6 Mr 21 '41
After hours; is copy writing a lost art? H. J. Smith. Ptr Ink 194:6 Mr 14 '41
After hours; should advertisers be inconsistent in copy. M. K. Powers. Ptr Ink 196:6 Jl 4 '41
Awards for technical excellence of copy. il Adv & Sell 34:34-7 F 13 '41
Believableness; advertising's most important principle; fifteen ways to obtain it. R. Manville. il Ptr Ink 194:72, 74-8 F 21 '41
Buymanship advertising; Printers' Ink Monthly special study. il Ptr Ink Mo 42:19-22, 54, 59-60 Mr '41
Copy clinic. E. B. Smith. Published in monthly numbers of Advertising and selling
Copy that makes people want to buy. R. A. Stevens. Ptr Ink 194:6 Ap 4 '41
Copy trends 1925 to 1940. K. B. Horning. il Ptr Ink Mo 42:17-20, 52+ Ap '41
Copywriter's check list for the current crisis. J. Truscott. Adv & Sell 34:42+ S '41
Giant frogs; this headline formula, adaptable to almost any product, answers a lot of copy-writing problems. W. Weintz. Ptr Ink 193:63-4, 66 D 13 '40
How agency copy departments swing into action on new accounts. E. B. Weiss. Ptr Ink 196:53-6+ Jl 18 '41
How helpful is it to customers and prospects? il Ind Marketing 26:77+ N '41
How pre-evaluation can be used as tool to sharpen advertising judgment. R. Manville. il Ptr Ink 194:21-4 Mr 28 '41
How pre-evaluation, properly applied, can show which advertisement to run. R. Manville. il Ptr Ink 194:19-22 Mr 21 '41
How to advertise to executives; raw materials, machinery, business equipment, building equipment, automobiles, banking, insurance. il Ind Marketing 26:61, 65-6+ F '41
How to avoid tricky factors in pre-evaluating an advertising program. R. Manville. il Ptr Ink 195:33, 36-7, 40-1 Ap 11 '41
How to write dealer advertising that pulls in Grand Forks as well as in Lancaster. N. T. Hand. il Ptr Ink 194:19-21 Mr 14 '41
In eclipse; craftsmanship in many lines, including writing of copy. T. H. Thompson. Ptr Ink 194:21-3 Ja 10 '41
Lucky Strike sales reach new peak by dramatizing basic advantages. L. M. Hughes. il Sales Management 49:25-6 Jl 15 '41
National advertising is really informative, says consumer relations group. Ptr Ink 196:132-3 Ag 22 '41
Newspaper reading study shows ad itself outweighs position. Sales Management 48:54-5 My 1 '41
Nine ways to visualize a copy idea. C. R. Yeager. il Ptr Ink Mo 43:10-11 Ag '41
Pressure on offer. R. Manville. il Ptr Ink 194:30, 33, 36-7+ Mr 7 '41
Principle of limited audience selection as applied to headlines and copy. R. Manville. il Ptr Ink 194:111-13, 116-19 Ja 3 '41
Readership study spikes some of advertising's pet superstitions. L. Honig. Sales Management 48:42, 44-5 Ja 1 '41
Red umbrella selling; advertising and selling cattle. M. Moore. il Ptr Ink 194:27+ Ja 3 '41
Relevancy in copy; necessity of no distraction. R. Manville. il Ptr Ink 194:17-20 Ja 17; 19-20, 66-9 Ja 24 '41
Shall we tell all? F. B. Godley. il Ind Marketing 26:56, 58 Ap '41
Speaking about copy; past and future. il Ind Marketing 26:28-9+ Mr '41
Specificness in copy. R. Manville. il Ptr Ink 194:23-6, 88-9 F 7 '41
Study of advertising copy that gives people what they really want. R. Manville. il Ptr Ink 194:33+ Ja 10 '41
Trends in retail advertising copy: 1920-1940; survey of merchandise facts included in ready-to-wear advertising, with specific recommendations for today's copywriter. F. B. Sternhart. J Retailing 17:78-83 O '41
Twelve most important 1941 sales appeals. A. M. Staehle. Ind Marketing 26:21, 24, 80 Je '41; Same abr. Adv & Sell 34:34-5, 38, 40 Je '41
12 top industrial copy appeals in a defense economy. A. M. Staehle. Adv & Sell 34:34-5, 38, 40 Je '41

Why national newspaper copy? M. Wiseman. Adv & Sell 34:21 Ja '41

Why today's copy got that way. E. J. Grady. Adv & Sell 34:13 Jl '41

Women welders; war theme works in General Steel Wares advertising. il Ptr Ink 197:19-20 N 7 '41

See also
Advertisements—Testing
Advertising ethics
Sales letters

Competitive copy
Brand-switching myth is here refuted; effect of competitive advertising on sales volume of an industry. O. Kleppner. Ptr Ink 196:62-3 Ag 22 '41

ADVERTISING copy—Competitive copy—*Cont.*
Competition jitters. R. Tinsman. Adv & Sell 34:64 O '41
Pointed truths, but no sting; Spencer boilers. il Ptr Ink Mo 43:22 N '41
War nobody wins. Ptr Ink Mo 43:26 S '41

Credibility

Advertising believability. J. R. Adams. Adv & Sell 34:106 O '41
Believableness; advertising's most important principle; fifteen ways to obtain it. R. Manville. il Ptr Ink 194:72, 74-8 F 21 '41
Did they believe it? T. E. Moser. Adv & Sell 34:18 F '41
They don't seem to believe us; by a copywriter. Adv & Sell 34:13-14, 38, 42 Ag '41; Discussion (Advertising doesn't need a czar). L. E. McGivena. 34:12-13+ S '41
Would believable ads sell? P. B. Morehouse. Adv & Sell 34:13 S '41

Defense theme

Defense as an advertising theme. T. M. Shepard. il Adv & Sell 34:16-17 N '41
Defense in the ads. Business Week p34-6 Ap 5 '41
Defense note in Buick copy. il Ptr Ink 197:85 O 3 '41
Development of Warner & Swasey's defense advertising. W. K. Bailey. il Ind Marketing 26:33-4+ N '41
Job for advertising incident to defense. P. Garrett. Comm & Fin Chr 152:3118 My 17 '41
Oil burner industry jumps into breach; shows power of advertising to help government. il Ptr Ink Mo 43:32-3 S '41
Oil burner industry turns scare headlines into sales opportunity. il Sales Management 49:22-4 O 1 '41
Oil-saving is advertising theme. Ptr Ink 196:55-6 Ag 1 '41
Practical use of direct mail during the preparedness program; American bandage corporation, Chicago. R. Stone. il Ind Marketing 26:31-2+ Je '41
Readers' preferences in defense advertising. il Adv & Sell 34:42, 46+ O '41
Repair for defense! advertising program ties up with FHA; Flintkote campaign. il Ptr Ink 197:17-18 O 3 '41
Sales aids stress conservation. il Dom Eng 158:60-2 Ag '41
What is a good defense ad? il Ind Marketing 26:67-8, 71-2+ Ag '41

Demonstrations and tests

Test evidence used in launching Shell Turbo oil. il Ind Marketing 26:20+ Je '41

Educational copy

See Advertising, Educational

Emotional appeal

Copy clinic. E. B. Smith. il Adv & Sell 33:66, 68+ D '40
Informative copy can be emotional, too. il Ptr Ink 196:17-19 Jl 18 '41

Good-will copy

See Advertising, Educational; Advertising, Institutional

Health appeal

General Mills ties in with nutrition drive; kit for teachers and others. il Ptr Ink 196:82-3 S 5 '41

Historical appeal

For which the bell tolls; 700 year old document of Tournai, Belgium, becomes subject of advertising folder. E. Pousland. il Ptr Ink Mo 43:10-11 S '41

Language, style, etc.

After hours. R. I. Highleyman. il Ptr Ink 196:6 S 12 '41
Armco advertising writers' guide. W. E. McFee. Ind Marketing 26:25-6+ Je '41
There'll always be an English; phrases from Dean Swift. J. Alger. Adv & Sell 34:32, 35 N '41
You copywriters! J. M. Campbell. Adv & Sell 34:15 N '41

See also
Advertising copy writers

Moving picture tie-in

Hollywood homes add glamor to Pacific Coast Gas advertising; Mary Martin and her home will be featured. D. Houlgate. il Am Gas Assn Mo 23:57-8 F '41

Multiple appeals

How multiple copy themes win readers. W. T. Laing. il Adv & Sell 33:50, 52, 104+ D '40

Patriotic appeal

Picture cards and premiums; Goudey gum company. il Ptr Ink Mo 41:16+ D '40

Premium offers

What premium users want to know. Ptr Ink Mo 43:45-6+ O '41

Price appeal

Why must national newspaper copy go high-hat? Adv & Sell 33:31 D '40

Price quoting

Shall we display and advertise price? a new consumer survey. Sales Management 48:25-6+ Je 1 '41

Quality appeal

Ingredients as basis for advertised story; shoe company, in all leather educational program, makes interesting use of Uncle Sam theme. K. B. White. il Ptr Ink 195:17-19 Je 20 '41

Reason appeal

Advertising as buyer education. E. B. Rubin. Ind Marketing 26:27+ Je '41

Rimes

Limited edition; American book-Stratford press rains tailor-made poetry on comatose customers. Ptr Ink Mo 42:47+ F '41

Submitted ideas

Forms and letters like these may help prevent trouble over submitted ideas. C. B. Larrabee. Ptr Ink 194:63-6, 68 F 7 '41
How idea racketeers can be headed off. C. B. Larrabee. Ptr Ink 194:9-10, 72-5 Ja 24 '41
How industrial firms deal with perplexing problem of submitted ideas. C. B. Larrabee. Ptr Ink 194:102-7, 110 F 14 '41
How outside idea situation can be handled without too many complications; systems of General Foods, H. J. Heinz and others. C. B. Larrabee. Ptr Ink 194:59, 62, 64-5+ F 28 '41
These advertisers successfully head off nuisance suits by submitters of ideas. C. B. Larrabee. Ptr Ink 194:135-40 Ja 31 '41

Teaser copy

Anonymous advertising; "51" pen. Ptr Ink 195:26 My 23 '41
Teaser campaign cuts waste, boosts direct-mail results; National dairy council sales drive. Ptr Ink 195:19-21 My 30 '41
Whispering campaign introduces new pen. il Ptr Ink 196:21-2 Jl 4 '41

Testimonials

One way to get testimonials; American bandage corp. "Good sport" letter. R. Stone. il Ptr Ink Mo 43:46 Ag '41

Testing

See Advertisements—Testing

Themes

How Sun Oil builds its industrial copy; production quota (P.Q.) as general theme. A. E. Aldridge. il Ptr Ink 195:47, 50, 54 Je 27 '41

ADVERTISING copy—Themes—*Continued*

How to call your shots in building copy themes; case history of planning a campaign and predicting its reader appeal; Plymouth rope. J. E. Wiley. il Adv & Sell 34:70+ O '41

Idea sources for business paper advertising. il Adv & Sell 34:48, 52, 58 O '41

If line is complex, advertise an idea; Kirsch drapery fixtures and Venetian blinds. E. Peterson. Ptr Ink 196:15-17+ Jl 25 '41

Sun Oil P-Q campaign is model defense-time program. A. E. Aldridge, jr. il Ind Marketing 26:18-19+ Jl '41

Up 21% in a year; hosiery manufacturer's dealer sales jump when business-paper advertising theme changes. il Ptr Ink 194:21-2 Ja 17 '41

Vermont consistency; insurance company uses same space, copy theme, layout and media for six years. S. Carter. il Ptr Ink 193:21-3 D 13 '40

Time saving appeal

Time element is keynote of Underwood's largest promotion. C. H. W. Ruprecht. il Ind Marketing 26:21+ Ag '41

Use appeal

How we solved the problem of advertising a many-use product; Bostitch, inc. gets potential prospects to think of the company as center for information and help on fastening problems. S. L. Smith. il Sales Management 48:40-2 Je 15 '41

Personal service or smartie appeal? K. Goode. Adv & Sell 34:17 Ag '41

Promoting tailor-made equipment selling at big figures; Yuba advertising. H. A. Sawin. il Ind Marketing 26:28-9 Je '41

ADVERTISING copy writers

After hours. J. L. Watkins. Ptr Ink 195:6 Ap 18 '41

After hours; Bill Smith joins the army to learn about America. G. Young. Ptr Ink 196:6 S 19 '41

After hours; new era for copywriters. I. W. Solomon. Ptr Ink 197:6 O 10 '41

Armco advertising writers' guide. W. E. McFee. Ind Marketing 26:25-6+ Je '41

Career of J. Stirling Getchell. E. B. Smith. Adv & Sell 34:36+ Ja '41

Copy's giants; MacManus, Pelletier, Buck. L. R. Alwood. Ptr Ink 193:19-21 N 8 '40; Discussion. W. N. Bayless. Ptr Ink 194:80-1 F 21 '41

Copywriter's check list for the current crisis. J. Truscott. Adv & Sell 34:42+ S '41

Genius; advertising career of J. Stirling Getchell. W. G. Myers. Ptr Ink 193:48-9+ D 27 '40

Getch; what was he really like? L. Pearl. Adv & Sell 34:24+ Ja '41

Mister Shakespeare obliges and helps an over-draft-age copywriter to a job. E. Butt. Ptr Ink Mo 43:38 Jl '41

Mr Vinegar Puss. S. Spitzer. Adv & Sell 34:14, 60+ Jl '41

O. B. Winters. Ptr Ink 193:21-2 N 22 '40

On hiring copy men; difficulties encountered in seeking agency jobs. E. Butt. Ptr Ink 193:88-91 D 6 '40

ADVERTISING departments

Advertising follows the double check; White motor company. G. H. Scragg. il Ptr Ink Mo 42:14-15 Ap '41

Visualizing the advertising program to management; advertising manager used Kodachrome slides. J. M. Hickerson. il Ind Marketing 26:24+ N '41

Records

Companies never remember; advertising departments should keep records of experience. C. Woolley. Ptr Ink Mo 43:38 S '41

ADVERTISING displays

Abbott designs a change-about display that fits any window. il Sales Management 48: 56, 59 Mr 15 '41

Advertisers want agency help in printed matter but will pay extra. Ptr Ink 196: 25-6, 30, 33+ Ag 22 '41

Advertising, display coordination. A. O. Buckingham. il Mod Packaging 15:87-8 O '41

Ask the dealer how he feels about your display material. D. Layman. Sales Management 47:56-7 D 1 '40

Award winners, 10th annual all-America package competition. il Mod Packaging 14: 164-77 Mr '41

Christmas display. F. D. Gonda. il Mod Packaging 14:99-101 My '41

Cooperative idea in display. F. D. Gonda. il Mod Packaging 14:65-6 D '40

Customer takes part in this display; Reis scandals displayed on dart board. il Ptr Ink Mo 42:12 Je '41

Designed for double duty; Armour double-duty display. il Mod Packaging 15:75-6 S '41

Display gallery. il Mod Packaging 14:80-1 O; 74-5 N '40

Displays draw on producers' creative talent. L. H. Bender. il Ptr Ink Mo 42:46 Ap '41

Dummy cartons for window display. il Mod Packaging 14:88-90 Je '41

Giant cartons, a widely used display medium. il Mod Packaging 14:86-9+ Ap '41

How to get maximum use of displays. W. Alexander. il Adv & Sell 33:38, 90+ D '40

How to get right kind of displays and window space and stay within strictly limited advertising budget. J. Reiss. Ptr Ink 196: 41, 44-6, 50 Ag 8 '41

Motion you can afford. il Mod Packaging 14:67-70+ Jl '41

New York city display tax worries advertisers; Occupancy tax bill may cover advertisers who use store displays and other point-of-sale material. Mod Packaging 14:71 N '40

Review and forecast; point-of-purchase. il Adv & Sell 34:203-6 F 13 '41

Testing and merchandising displays. N. R. Abelson. il Adv & Sell 34:60+ Ap '41

Traffic counts at the place of purchase. L. Jones. Mod Packaging 15:78+ N '41

Uses of displays inside the store; Printers' Ink Monthly special study. il Ptr Ink Mo 42:17-20, 54-7 My '41

Wacky ideas that make people stop, and look, and buy. il Sales Management 48: 22-3, 76-8 My 15 '41

See also
Advertising, Point-of-sale
Models, Miniature

ADVERTISING ethics

Advertising must heed lessons taught by war; otherwise it is due for crackup; British merchandising scene. W. Buchanan-Taylor. Ptr Ink 193:33+ N 29 '40

Consumer views the sanitary supply industry. H. H. Linn. Soap & San Chem 17: 101-3, 105+ Ja '41

Don't kid your Uncle when he's sore; program for advertising in the emergency. K. Groesbeck. Ptr Ink 197:9-12 O 10 '41

If you advertising men are wise, you will not be too smart, too clever. P. A. Wolfe. Ptr Ink 195:11-14+ My 30 '41

Is advertising again leading with its chin? W. E. Thwing. Adv & Sell 34:48, 50 Jl '41

New check list of FTC taboos. Adv & Sell 34:38+ Jl; 44+ Ag '41

They don't seem to believe us; by a copywriter. Adv & Sell 34:13-14, 38, 42 Ag '41; Discussion (Advertising doesn't need a czar). L. E. McGivena. 34:12-13+ S '41

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Advertising—Laws and regulations
Advertising copy—Credibility

ADVERTISING federation of America

A.F.A. defense committee explains operating plans. G. T. Hodges. Ptr Ink 196:51-2 Jl 4 '41

Annual convention, 37th, Boston. R. Dickinson. Ptr Ink 195:37-8 Je 6 '41

National defense committee

A.F.A. defense committee. Ptr Ink 194:62 Ja 17 '41

ADVERTISING ideas, Registration of

Clearing house plan to protect ideas; registration would help advertisers, agents and idea men avoid plagiarism and nuisance suits. W. H. Leahy. Ptr Ink 195:27+ My 16 '41

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See also
Advertisements—
Books and booklets

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Free for the asking. Published in monthly numbers of Textile world
Industrial literature. Published in semi-monthly numbers of News edition
Manufacturers' latest publications. Published in monthly numbers of Chemical & metallurgical engineering
Manufacturers' literature. Published in monthly numbers of Metals and alloys
New catalogs, booklets, bulletins; 390 items, covering equipment and supplies used by power engineers. Power 84:895-900, 901a-905c Mid-D '40

ADVERTISING managers

Advertising manager's merry-go-round. E. J. Alexander. Ptr Ink Mo 43:37+ O '41
Advertising manager's present and future responsibilities. E. L. Shaner. Ind Marketing 26:23-4+ My '41
Eight point program for today's ad manager. D. C. Miner. il Ind Marketing 26:13+ Ap '41
Promoting company defense in the advertising department. R. P. Dodds. Ind Marketing 26:21-2+ My '41

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Back to school; small agency tries educational experiment, with media men as faculty. M. Kremer. Ptr Ink 193:19-20 D 13 '40
Boom in the baby market; Printers' Ink Monthly special study. J. Dublon. il Ptr Ink Mo 43:51-6 N '41
Facts on radio profits; publications are adversely affected by competition. J. B. Haggerty. Inland Ptr 107:33 Ap '41
Forgotten merchandisers; place of small media in modern advertising; letterheads, calendars, package inserts, labels, etc. P. Flagler. il Adv & Sell 34:36+ S '41
Media. Published in semi-monthly numbers of Sales management
Practical plans for picking up no cost advertising dollars. L. Valenstein. il Sales Management 49:40+ O 1 '41
Reading habits differ by cities, by income levels; pictograph. Sales Management 49:32 O 20 '41
Review and forecast. il Adv & Sell 34:65-134 F 13 '41
Standards for media data to reduce waste in space buying; six-point plan. W. York. Ind Marketing 26:25-6+ My '41
Today's challenge to advertising media. H. W. Roden. Adv & Sell 34:14-15 N '41

See also
Advertising—Rates
Advertising, Soliciting of
Advertising novelties
Audit bureau of circulations
Moving pictures in advertising
Radio advertising
Show windows
Slide films
Television advertising

Army newspapers

Army ad barrier; camp-published papers can't sell space to firms doing business with U.S. Business Week p38-9 Je 21 '41

Duplication

New findings on continuity and duplication. S. E. Gill. Adv & Sell 34:19-21 F '41

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Farm-paper linage; advertising volume for December as compared with a year ago; a 14-year-old feature. Ptr Ink 193:63-5 D 20 '40
Farm-paper linage; figures for January monthlies; and linage for December publications. Ptr Ink 194:63-4 Ja 17 '41 [cont monthly]
Farm publications; advertising linage, 5 year totals. Ptr Ink 194:92-92a Ja 31 '41
Farm women's forum. Sales Management 48:60-1 Je 15 '41
Ford tractor to be advertised in 40 national and state farm papers this year. A. M. Howe. Ptr Ink 194:63-4 Ja 24 '41
Review and forecast; magazines and farm publications. il Adv & Sell 34:129-32+ F 13 '41
$228,855,342 invested in three media during 1940 by 360 advertisers; comparative showing of 5 years' expenditures in magazines, farm papers and network radio; tabulation with names of advertisers. Ptr Ink 194:41-106 Ja 31 '41

Military journals

Mennen goes army. il Ptr Ink 196:80 S 26 '41

Motor trucks

Truck panel layout promotes products; Standard brands adopts distinctive painting and lettering, with decalcomania of its products. il Food Ind 13:57-8 Ag '41

See also
Exhibits, Traveling

Newspapers

A.N.A. praises publishers; Newspaper committee. Ptr Ink 195:16 My 2 '41
Attention for newspaper advertising. il Ptr Ink 195:21-4 Ap 25 '41
Cheerful news; A.N.P.A. bureau of advertising. Business Week p17 My 3 '41
Djer-Kiss, in $2,500 newspaper program, captures Pittsburgh in city-by-city comeback. C. J. Swan. il Ptr Ink 194:15-16 Ja 17 '41
Editorial housekeepers; New York Herald Tribune Home institute. il Sales Management 48:72-3 Ap 1 '41
Heinz jumps sales 33.7% by more frequent newspaper insertions. Sales Management 48:39-40 Je 1 '41
Heinz makes scientific newspaper test; pictograph. Sales Management 48:38 Je 15 '41
How big is Jacksonville? Florida Times-Union. Sales Management 48:82 F 15 '41
Mr Tacks enters the lists in behalf of the small daily. B. E. Tacks. Sales Management 48:28 Mr 1 '41
Mr Tacks lets off steam about advertising rate differentials. B. E. Tacks. Sales Management 48:52 F 1 '41
Monthly index of newspaper advertising. Ptr Ink 194:60 Ja 24 '41 [cont monthly]
Newspaper diagnosis; committee of twelve study trends in national advertising. Ptr Ink 197:66-8 O 24 '41
Newspaper reading study shows ad itself outweighs position. Sales Management 48:54-5 My 1 '41
Park East. Sales Management 48:56 Ja 1 '41
Readership study spikes some of advertising's pet superstitions. L. Honig. Sales Management 47:46, 48, 52 D 1; 84 D 15 '40; 48:42, 44-5 Ja 1 '41
Review and forecast. il Adv & Sell 34:65-79 F 13 '41
Size and position of newspaper ads. Adv & Sell 34:48+ My '41
13-week Heinz test dramatizes continuity value of newspaper space. il Ptr Ink 195:23-6 My 23 '41
What do men and women read in newspapers? M. Harper, jr. Adv & Sell 34:14-16 S '41
Why national newspaper copy? M. Wiseman. Adv & Sell 34:21 Ja '41

See also
Advertising—Rates
Audit bureau of circulations
Radio advertising—Newspaper tie-in

Periodicals

A.B.C. board makes Macfadden ruling. Ptr Ink 196:50 Jl 11 '41
A.N.A. magazine study; circulation, rate and linage study of 336 general magazines. Ptr Ink 195:37 My 30 '41

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How far along is editorial analysis? M. Gale. Adv & Sell 34:25, 60 F '41

January magazine advertising, 1939-1941. Ptr Ink 194:80, 82, 84 Ja 10 '41 [cont monthly]

Magazine linage; total linage for five years. Ptr Ink 194:96, 98, 100 Ja 31 '41

Magazine summary; this P.I. department now 36 years old. Ptr Ink 193:86, 88+ D 13 '40

Monthly index of magazine advertising; graph. Ptr Ink 194:66 Ja 10 '41 [cont monthly]

Review and forecast; magazines and farm publications. il Adv & Sell 34:129-32+ F 13 '41

Saturday evening post still leads. Business Week p43 Je 21 '41

Space buyers like and dislike these things about space sellers; survey made at Harvard business school. W. R. Appleby. Ptr Ink 195:11-12+ My 16 '41

Space rates rise; Curtis shows way in magazine field Business Week p41 N 1 '41

20 questions about magazines. Adv & Sell 34:24+ Jl '41

$228,855,342 invested in three media during 1940 by 360 advertisers; comparative showing of 5 years' expenditures in magazines, farm papers and network radio; tabulation with names of advertisers. Ptr Ink 194:41-106 Ja 31 '41

What readership survey really is and how it works when conducted properly. T. M. Shepard. Ptr Ink 194:72-7 Mr 28 '41

What women read. Sales Management 49:76 Jl 1 '41

Women's reading habits. Ptr Ink 196:64 Jl 4 '41

Shopping guides

United shoppers; network which expects to enroll 100 papers by Jan. 1. il Business Week p24-7 N 30 '40

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Advertise today for tomorrow. H. C. Silldorf. il Sales Management 49:64 S 1 '41

Air conditioning paper refuses to cool off. Sales Management 49:76 O 1 '41

Curtis and McGraw-Hill restore 2% cash discount. P. B. West; F. R. Gamble. Ptr Ink 196:85-7 S 19 '41

Development of the business press as an advertising medium. R. Leavenworth. Ind Marketing 26:22+ Mr '41

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Mechanized selling; over-emphasis on industrial advertising inquiries may be symptom of under-emphasis on sound planning. A. H. Fensholt. Ptr Ink 194:13-14 Ja 17 '41

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Who is responsible for inquiries—publisher or advertiser? A. H. Fensholt. il Ind Marketing 26:17-18, 72, 74-5 F '41

See also
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Grocery fiction; magazines that women get at their food stores. Business Week p70 My 17 '41

Millions of Myrtles; Fawcett women's group. il Sales Management 48:65 My 1 '41

ADVERTISING men

See also
Advertising agencies
Advertising copy writers
Advertising managers
also Alger, Joseph; Getchell, J. Stirling

ADVERTISING men in fiction

Novel idea; some day a writer will do advertising justice in a work of fiction. P. Cameron. Ptr Ink 194:33+ Mr 28 '41

ADVERTISING novelties

About gadgeteer Dale, who turned a stunt into a business. il Sales Management 47:24-6 D 15 '40

Advertising specialties to hold good-will. il Ptr Ink Mo 43:18-19+ S '41

Customer takes part in this display; Reis scandals displayed on dart board. il Ptr Ink Mo 42:12 Je '41

11 questions about advertising specialties, and their answers. F. H. Waggoner. il Sales Management 48:30, 34, 36 Ja 1 '41

Gadgets for computing almost anything: that's Perry Graf. il Sales Management 49:56-8 N 1 '41

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Advertising manager's present and future responsibilities. E. L. Shaner. Ind Marketing 26:23-4+ My '41

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Big Steel seeks consumer identity now to insure its post-war market. M. Van Slyck. il Sales Management 48:35-7 Je 1 '41

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Lamson & Sessions salesmen steer company's advertising course. il Sales Management 49:48, 50-1 S 1 '41

Management makes advertising profitable for Pennsylvania oil jobber; Lehigh Valley oil co. il Nat Pet N 33:27-8, 32+ O 15 '41

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Advertising—Continuity
Advertising—Market selection
Advertising appropriations
Advertising mediums

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Direct-mail program comes of age; Fenestra gives ideas to architects and builders at same time. E. Hunter. il Ptr Ink Mo 43:27+ S '41

Post facto portfolio; Celotex shows what was done and how it works. Ptr Ink 193:65-6 D 27 '40

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Traveling portfolio; H. I. Williams studio photographs routed to prospects with aid of express and telegraph service. S. A. Coons. Photo Tech 3:43 F '41

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ADVERTISING rates. See Advertising—Rates

ADVERTISING research

Awards for an original research development within the past year. il Adv & Sell 34:59 63 F 13 '41

Cup from Ken Dyke, checks from P.I. go to Alpha delta sigma promotion contest winners. R. Dickinson. Ptr Ink 195:61-2+ My 30 '41

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What Scannacord readings show. il Adv & Sell 33:42-3 D '40

See also

Advertisements—Position

Market research

ADVERTISING specialties. See Advertising novelties

AERIAL bombs. See Bombs, Aerial

AERIAL mapping. See Mapping, Aerial

AERIAL photography. See Photography, Aerial

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AERIAL tramway. See Cableways

AERODYNAMIC laboratories. See Aeronautic laboratories; Wind tunnels

AERODYNAMICS

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See also

Aeronautics	Boundary layer, Theory of
Air flow	Turbulence
Airplane stability and stabilizers	Wind tunnels

AEROGELS. See Colloids

AERONAUTIC charts. See Aviation—Charts

AERONAUTIC commissions

Directories

State aviation officials; members of aero bodies and official contact men listed by states. Civil Aero J 2:40+ F 1 '41

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Car cooling
Cooling
Deodorizers
Electricity in air conditioning
Exhaust systems
Gas in air conditioning
Heating
Humidity
Ozone
Smoke prevention
Ventilation

also subdivision Air conditioning under special subjects, e.g.

Airplane factories
Art galleries and museums
Bank buildings
Candy factories
Factories
Hospitals
Hotels
Library buildings
Moving picture studios
Office buildings
Rayon mills
Store buildings
Theaters

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- Eastern district of Production division, annual meeting, Pittsburgh. Oil & Gas J 39:25-6, 58-60, 144 Ap 24 '41
- Mid-continent district of Production division, spring meeting, Amarillo, Tex. March 21-22. Oil & Gas J 39:58-9 Mr 27 '41
- Mid-year meeting. Oil & Gas J 40:38-9, 133-4+ My 22; 51, 54 My 29 '41
- Newly-formed fact finding committee begins study of oil transportation facilities. Comm & Fin Chr 152:3430 My 31 '41
- Officers, directors and committee members, 1941. Am Pet Inst Proc 21(1):99-104 '40
- Pacific Coast district of Production division, spring meeting, Los Angeles. Oil & Gas J 39:20, 22 Mr 13 '41
- Relationship with oil industry. W. R. Boyd, jr. Am Pet Inst Proc 21(1):7-9 '40; Same. Nat Pet N 32:25-6 N 20 '40
- Southwestern district of Production division, spring meeting, Shreveport, Feb. 27-28. Oil & Gas J 39:22, 45, 49 Mr 6 '41

AMERICAN pharmaceutical association
- Relationship of the American pharmaceutical association to the United States pharmacopoeia. G. D. Beal. Science 94:301-2 S 26 '41

AMERICAN pharmaceutical manufacturers' association
- Annual meeting, 34th, Swampscott, Mass. June 23-26. Oil Paint & Drug Rep 139:47+ Je 30 '41
- Midyear meeting. Oil Paint & Drug Rep 138: 5+ D 16 '40

AMERICAN philosophical society
- Abstracts of papers. Science 93:sup8, 10, 12 My 2; 461-6 My 16; 485-8 My 23 '41
- Autumn general meeting, Philadelphia, Nov. 22-23. Science 92:557-9 D 13 '40
- Gift to the Royal society by the American philosophical society. Science 93:321 Ap 4 '41
- Officers and members elected. Science 93:418 My 2 '41

AMERICAN physical society
- Minutes of the Pasadena, Calif. meeting, June 18-20; abstracts of papers. Phys R 60:158-65 Jl 15 '41
- Minutes of the Philadelphia meeting, Dec. 26-28, 1940; abstracts of papers. Phys R 59:464-79 Mr 1 '41
- Minutes of the Providence, R.I. meeting, June 20-21; abstracts of papers. Phys R 60:166-74 Jl 15 '41
- Proceedings, Cambridge, Mass. meeting; abstracts of papers. Phys R 59:682-91 Ap 15 '41
- Proceedings; minutes of the Chicago meeting; abstracts of papers. Phys R 59:105-15 Ja 1 '41
- Proceedings of the Southeastern section, 7th annual meeting; abstracts of papers. Phys R 59:910-12 Je 1 '41
- Proceedings, 241st regular meeting, Washington, May 1-3; abstracts of papers. Phys R 59:913-45 Je 1 '41

AMERICAN potash and chemical corporation
- Growth stocks and the investor. E. N. Chapman. Barron's 21:18 O 20 '41
- Strike that hurts. Business Week p37-8 Jl 5 '41

AMERICAN power and light company
- American Power & Light accedes to SEC views. Pub Util 28:296-7 Ag 28 '41
- Annual report. Comm & Fin Chr 152:2842 My 3 '41
- Details of integration plan, etc. Comm & Fin Chr 153:825-7, 837 Ag 9 '41
- Liquidating prospect; American Power and Light preferred shares have slim margin of income over dividends. W. Loss. Barron's 21:20 Je 9 '41

AMERICAN public works association
- Annual meeting, New Orleans, Oct. 26-29. Eng N 127:631-2 N 6 '41

AMERICAN pulp and paper mill superintendents association
- Annual meeting, 22d, Poland Spring, June 17-19. Paper Tr J 112:45-6+ Je 26 '41

AMERICAN radiator and standard sanitary corporation
- Annual report. Comm & Fin Chr 152:1737 Mr 15 '41

AMERICAN railway bridge and building association
- Annual meeting, Chicago, Oct. 14-16. Ry Age 111:660-4, 700-5 O 25-N 1 '41

AMERICAN railway engineering association
- Annual meeting, 42d, Chicago, March 11-13. Ry Age 110:461-83+ Mr 15 '41; Eng N 126:442-3+ Mr 20 '41
- Rail committee initiates important tests. Ry Age 110:609 Ap 5 '41

AMERICAN recycling association
- American recycling association formed at first short course. G. Weber. Oil & Gas J 39:75 N 14 '40

AMERICAN Red cross. See Red cross

AMERICAN road builders' association
- Abstracts from talks, reports, and addresses at 38 annual meeting. Roads & Sts 84: 44-8+ F '41
- Annual meeting, 38th, New York, Jan. 27-31. Eng N 126:147, 195, 204-7 Ja 30-F 6 '41; Can Eng R & B 79:97, 100+ F '41; Concrete 49:6 F '41; Steel 108:25 F 3 '41

AMERICAN rolling mill company
- Annual report, 1940. Comm & Fin Chr 152: 3485 My 31 '41
- Armco receives help of community in obtaining scrap. il Blast F & Steel Pl 29:1040+ S '41
- True steel; the story of George Matthew Verity and his associates. C. Borth. 319p $3 Bobbs '41

AMERICAN savings and loan institute
- Mid-winter conference, Kansas City, Feb. 21. Comm & Fin Chr 152:1522-3 Mr 8 '41

AMERICAN short line railroad association
- Annual meeting, Chicago, Nov. 11-12. Ry Age 109:766 N 16 '40
- Annual meeting, 28th, Chicago, Sept. 29-30. Ry Age 111:542-4 O 4 '41

AMERICAN smelting and refining company
- Another look. Mag of Wall St 67:583-4 F 22 '41
- Examining the future of five seasoned common stocks. J. S. Williams. Mag of Wall St 68:509-10 Ag 23 '41
- Investment audit. H. J. Nelson. Barron's 21: 13 O 6 '41
- Limit on earnings. Barron's 21:13 Mr 24 '41
- Metals boom brings record volume. P. Dobbs. il Mag of Wall St 67:702-3+ Mr 22 '41

AMERICAN society for metals
- Annual meeting, Philadelphia. Iron Age 148: 41-4 O 30 '41
- National defense group meetings, held in conjunction with 1941 National metal congress and exposition; program. Steel 109: 225, 228, 231+ O 13 '41
- Technical program and reports of officers, 22d annual convention, Cleveland, Oct. 21-25. Am Soc for Metals Trans 28:986-1007 D '40

AMERICAN society for testing materials
Annual meeting, 44th, Chicago, June 23-27. Iron Age 148:64-7 Jl 10 '41; Eng N 127:3-4+ Jl 3 '41; Ry Age 111:20-3 Jl 5 '41; Steel 108:40-1 Je 30 '41; Foundry 69:116-18 Ag '41; Metal Finishing 39:486-7 S '41
Annual meeting, plans. Science 93:468 My 16 '41
Annual report of the executive committee. Am Soc T M Proc 40:40-58 '40
Committee meetings, Washington, March 3-7. Ind Stand 12:92-5 Ap '41
D13 holds New York meeting, Oct. 16-18. Textile World 90:80 N '40
Separate standing committee on electroplating organized. Metal Finishing 39:252 My '41

AMERICAN society of architectural hardware consultants
Organization. Arch Rec 89:7 Ja '41

AMERICAN society of bakery engineers
Annual meeting, 18th, Chicago, March 10-13. Food Ind 13:65 Ap '41

AMERICAN society of civil engineers
Annual meeting, 88th, New York, Jan. 15-17. Eng N 126:131, 140-2 Ja 23 '41
Data compiled from 1941 annual reports of student chapters. Civil Eng 11:681-3 N '41
Fall meeting, Chicago. Eng N 127:543+ O 23 '41
Honorary membership awarded to five engineers; sketches and portraits. Civil Eng 11:57-61 Ja '41
1940 prize winners and medalists; portraits and sketches. Civil Eng 11:54-7 Ja '41
The Society in a national emergency. F. H. Fowler. Civil Eng 11:459-60 Ag '41
Society in 1940. Civil Eng 11:120-1 F '41
Society's defense committee is affiliated with War department; with organization chart. Civil Eng 11:125 F '41
Spring meeting, Baltimore. Eng N 126:703, 713-14 My 1 '41
Student chapter conferences held. Civil Eng 11:371-4 Je '41
Summer meeting, San Diego, July 23-25. Eng N 127:141-2+ Jl 31 '41

AMERICAN society of composers, authors and publishers
Agencies adjust programs to new music as government enters radio battle. E. Peterson. Ptr Ink 194:106-10 Ja 3 '41
ASCAP accepts NBC proposal. Ptr Ink 196:70-2 Ag 8 '41
ASCAP deal lags. Business Week p39-40 My 3 '41
ASCAP deal; pattern for network peace is set by songwriters' terms for Mutual. Business Week p42 My 10 '41
ASCAP-less air. il Business Week p34-5 Ja 11 '41
ASCAP to sue major networks. Ptr Ink 195:37 Je 20 '41
Anti-trust proceedings proposed by Department of justice against ASCAP and broadcasting systems; ruling at Tacoma on ASCAP. Comm & Fin Chr 151:3819-20 D 28 '40
Approves consent decree terminating federal government's anti-trust suit. Comm & Fin Chr 152:1216 F 22 '41
BMI buys copyright suit cover; ASCAP's foe gets policy with limit of $1,000,000. Nat Underw 45:17 Ja 9 '41
Department of justice calls tune. Business Week p36 Ja 4 '41
Music battle break possible. Ptr Ink 193:65, 68-9 D 20 '40
Music war on in earnest; faint talk of advertisers buying ASCAP tunes direct. E. Peterson. il Ptr Ink 194:17-19 Ja 10 '41
Mutual broadcasting system signs contract with A.S.C.A.P. Comm & Fin Chr 152:3114 My 17 '41; Ptr Ink 195:16 My 16 '41
Pax ASCAP; final armistice awards financial victory to radio. Business Week p45-6 O 18 '41
Radio music truce still distant. Ptr Ink 194:22 F 28 '41
Subdued ASCAP. Business Week p38-40 Mr 1 '41
United States Supreme court upholds right of Nebraska and Florida to bar price-fixing combinations by copyright owners. Comm & Fin Chr 152:3427-8 My 31 '41

AMERICAN society of engineers
Government puts an end to Am. soc. of engineers. Eng N 127:72 Jl 17 '41

AMERICAN society of heating and ventilating engineers
Annual meeting, 47th, Kansas City, Jan. 27-29. Dom Eng 157:45+ F; 48+ Mr '41; Heating-Piping 13:198-207 Mr '41; Heat & Ven 38:75-6 Mr '41
Officers, council members and committees elected for 1941. Heating-Piping 13:113-14 F '41
Semi-annual meeting, San Francisco, June 16-20. Dom Eng 158:58-9+ Jl '41; Heating-Piping 13:530-42 Ag '41

AMERICAN society of mammalogists
Annual meeting, 23d, Chicago, June 9-13. Science 94:59-60 Jl 18 '41

AMERICAN society of mechanical engineers
Aims and objects. W. F. Durand. Mech Eng 63:667-70 S '41; Discussion. 63:914-16 D '41
Annual meeting, 61st, New York, Dec. 2-5. Iron Age 146:54+ D 12 '40; Am Mach 84:1034d-1034e D 11 '40; Mech Eng 63:49-69 Ja '41
Annual meeting, 61st, New York, Dec. 2-6; abstracts of power plant papers. Power 84:881-8 Mid-D '40; Elec W 114:1775-6+ D 14 '40; Power Pl Eng 45:102, 104, 106 Ja '41
Army and navy meeting on national defense held in Cleveland, March 12-13, under auspices of American society of mechanical engineers and Army ordnance association. Iron Age 147:100+ Mr 20 '41; Steel 108:23 Mr 17 '41; Mech Eng 63:323-4 Ap '41
Award of medals. Science 92:524 D 6 '40
Committee on research; statement of its functions and procedures. pors Mech Eng 63:200-2 Mr '41
Council and finance committee reports for 1940. Mech Eng 63:39-48 Ja '41
Fall meeting, Louisville, Ky. Oct. 12-15. Mech Eng 63:832-3 N '41
Fall meeting, Louisville, Ky. Oct. 12-15; with list of papers. Power Pl Eng 45:72-4 N '41
Fuels division meeting, Birmingham. Min & Met 22:39-41 Ja '41
Highlights, awards; 61st annual meeting. Power 84:893 Mid-D '40
Management conference on national defense, Philadelphia, April 22-23. Mech Eng 63:486, 489-90 Je '41
Semi-annual meeting, Kansas City. Mech Eng 63:618-21 Ag '41
Semi-annual meeting, Kansas City, Mo. June 16-19; abstracts of power plant papers. il diags Power 85:600-1+ Ag '41; Power Pl Eng 45:78-9 Jl '41
Spring meeting, Atlanta, Ga. March 31-April 3. Mech Eng 63:402-5 My '41

Oil and gas power division

Annual meeting, 14th, Kansas City, Mo. June 11-14. Power Pl Eng 45:80 Jl '41; Mech Eng 63:562-3 Jl '41; Power 85:534a-534b+ Jl '41

AMERICAN society of refrigerating engineers
Financial statement, Sept. '40-April '41. Refrig Eng 42:188 S '41
Section officers for 1941-42. Refrig Eng 42:44 Jl '41
What A.S.R.E. offers you. L. L. Lewis. Refrig Eng 42:155-7 S '41

AMERICAN society of tool engineers
Annual meeting, Detroit, March 25-29. Iron Age 147:46-9 Ap 3 '41
Semi-annual meeting, Toronto, Oct. 16-18. Iron Age 148:45-7+ O 23 '41; Steel 109:46 O 27 '41

AMERICAN soybean association
Annual meeting, 21st, Des Moines and Ames, Iowa, Sept. 12-13. Oil Paint & Drug Rep 140:3+ S 29 '41

AMERICAN spice trade association
Annual convention, 35th, New York, May 12-14. Oil Paint & Drug Rep 139:3+ My 19 '41

AMERICAN standards association

ASA machinery for developing standards for consumer goods; organization chart. Ind Stand 12:108 My '41

ASA starts pension plan for its employees. E. A. Prentis. Ind Stand 12:72-3 Mr '41

Annual meeting, New York. Ind Stand 12:2-4 Ja '41

Closer contact between ASA and Pacific coast recommended. C. Ainsworth. Ind Stand 11:291 N '40

1941 offers new challenge to ASA; reports by E. A. Prentis and R. P. Anderson. Ind Stand 11:305-13 D '40

S. Bruce Black is new member of ASA board of directors; Breer, Parker, and Strauss are re-elected. Ind Stand 12:56-7 Mr '41

Standards council reports program. Science 94:83-4 Jl 25 '41

Standards study; proposed merger of McCall's consumer-industry-lab institute with the A.S.A. Business Week p53-4 Je 14 '41

Advisory committee on ultimate consumer goods

Elects I. D. Wolf chairman. Ind Stand 12:65 Mr '41

Library

Information, please. Ind Stand 11:328-30 D '40

AMERICAN statistical association

Membership of Association on its hundredth anniversary. R. L. Funkhouser. Am Statis Assn J 36:329-42 S '41

AMERICAN statistical association. Journal

Index to the Journal of the American statistical association, v. 1-34, 1888-1939. M. S. Heidingsfield and H. R. Hosea. 102p Am. statistical assn, Washington, D.C. '41

AMERICAN steel foundries

What the latest earnings reports show. Barron's 21:9 Ja 27 '41

AMERICAN steel warehouse association

Annual meeting, 32d, San Francisco, May 12-14. Iron Age 147:108-10 My 22 '41; Steel 108:29-30 My 19 '41

Officers elected by chapters. Steel 108:96 Ap 28 '41

AMERICAN stores company

A-B-C legal test; FDA seizure, fought by American Stores, may bring showdown on future of grade-labeling. Business Week p52+ Ag 16 '41

AMERICAN superpower corporation (Del.)

Considering capital readjustment plan; annual report. Comm & Fin Chr 152:669 Ja 25 '41

AMERICAN surety company of New York

Annual report, 1940. East Underw 42:51 Mr 7 '41

AMERICAN telephone and telegraph company

A. T. & T. business papers purchase standards. W. H. Joy. Paper Tr J 112:24-8 F 27 '41; Same cond. Paper Ind 22:1304-6 Mr '41

A.T.&T. sets pace; biggest corporate borrower. Business Week p56-8 S 6 '41

American Telephone convertible 3s a prime bond with valuable call on the stock. Comm & Fin Chr 154:512 O 9 '41

Annual report, 56th. Comm & Fin Chr 152:1580-1 Mr 8 '41

Debenture bonds, warrants and capital stock registered with SEC. Comm & Fin Chr 153:94 Jl 5 '41

Interest rate on new bonds to be 3%; new issue convertible into stock at $140 per share. Comm & Fin Chr 153:235-6 Jl 12 '41

Long-distance rates cut. Comm & Fin Chr 152:3641 Je 7 '41

Measuring industry's social performance; TNEC report outlines seven tests and recommends practical application. D. Myrick. Barron's 21:7 S 1 '41

$90,000,000 debentures bid in by insurance companies. Comm & Fin Chr 154:355 S 30 '41

$140,000,000 debentures placed privately. Comm & Fin Chr 151:3225 N 30 '40

Rate study ordered. Comm & Fin Chr 152:2378 Ap 12 '41

Registers with SEC. Comm & Fin Chr 154:146 S 13 '41

Rights to subscribe to $233,584,900 debentures. Comm & Fin Chr 153:385-6 Jl 19 '41

Those private bond sales; placing of telephone issue with insurance companies emphasizes problem of small buyers. J. P. Broderick. Barron's 20:9 D 2 '40

To offer approximately $94,000,000 of bonds for competitive bidding ending banker relationship. Comm & Fin Chr 154:50 S 6 '41

$234,000,000 convertible debentures approved by stockholders for subscription. Comm & Fin Chr 152:4115 Je 28 '41

$234,000,000 convertible debentures to be offered stockholders for subscription. Comm & Fin Chr 152:3334-5 My 24 '41

Under new influences; has withstood various assaults on the $9 dividend, but will have to contend with others yet to come. J. J. Hipple. il Mag of Wall St 67:517-19+ F 8 '41

Warrants issued. Comm & Fin Chr 153:827 Ag 9 '41

What the latest earnings reports show; other income. Barron's 21:8 Mr 10 '41

AMERICAN tobacco company

American tobacco company research laboratory. C. E. Brogden. il plans Ind & Eng Chem Anal ed 13:664-6 S 15 '41

American Tobacco does better than industry. Barron's 21:8 Mr 10 '41

Investing in industrial leadership; American Tobacco has maintained liberal dividend rate despite fluctuations in earnings. F. B. Dezendorf. Barron's 20:8 D 2 '40

Officers to repay bonuses. Comm & Fin Chr 152:3485 My 31 '41

Tobacco officers lose bonus suit. Ptr Ink 195:22 My 30 '41

AMERICAN transit accountants' association

Annual convention, Atlantic City; program. Mass Transportation 37:271-2 S '41

Annual meeting, Atlantic City. Mass Transportation 37:313-14+ O '41

AMERICAN transit association

Annual meeting, 60th, Atlantic City, Sept. 29-Oct. 2. Bus Transportation 20:488-97 O '41; Mass Transportation 37:282-6 O '41; Transit J 85:377-86 O '41

Bus division

Annual meeting, Atlantic City. Mass Transportation 37:289-91 O '41

AMERICAN transit claims association

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AMERICAN transit engineering association

Annual meeting, Atlantic City. Mass Transportation 37:286-8+ O '41

AMERICAN transit operating association

Annual meeting, Atlantic City. Mass Transportation 37:292-4 O '41

AMERICAN transit purchases and stores association

Annual meeting, Atlantic City. Mass Transportation 37:315-16 O '41

AMERICAN trucking associations, inc.

Annual meeting, 8th, New York, Oct. 26-30. Ry Age 111:714+ N 1 '41

AMERICAN type founders, inc.

Another look. Mag of Wall St 68:87 My 3 '41

Farms out tank gun parts. il Factory Management 99:80-2 Ag '41

Mr Jones goes in for guns; printing-press builder, turns out a shooting weapon for British tanks by subcontracting. il Fortune 24:58-60+ Jl '41

AMERICAN utilities service corporation

Annual report. Comm & Fin Chr 152:2378-9 Ap 12 '41

SEC issues order granting applications; to pledge securities of subsidiaries. Comm & Fin Chr 154:146 S 13 '41

AMERICAN viscose corporation

American banking group purchases control from British. Comm & Fin Chr 152:1904 Mr 22 '41

AMERICAN viscose corporation—*Continued*
American Viscose financing. Textile Col 63: 372 Je '41
Costly sale. Economist 141:52 Jl 12 '41
Due: one billion; sale of British-owned American viscose corp. Business Week p73 Mr 22 '41
Investment audit. H. J. Nelson. Barron's 21: 16 Ag 11 '41
Offering of stocks oversubscribed. Comm & Fin Chr 152:3486 My 31 '41
$1,000,000 refund for British sought from sale of stock. Comm & Fin Chr 152:3960 Je 21 '41
Registers with SEC. Comm & Fin Chr 152: 3170 My 17 '41
SEC rules British government will not be subject to liabilities of underwriter in event of public distribution of American viscose corp. securities. Comm & Fin Chr 152:2624, 2693 Ap 26 '41
Viscose Corporation sale. Economist 140:383 Mr 22 '41
Viscose sale. Economist 140:735 My 31 '41
Viscose sale aids Britain. Textile World 91:134 Ap '41
Viscose stock offering. Textile World 91:132 Je '41
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Income account, 1937-1940. Comm & Fin Chr 152:2540 Ap 19 '41

AMERICAN water works association
Annual convention, 61st, Toronto, June 22-26. Can Eng W & S 79:17-27, 78-81 Jl '41; Eng N 127:5-6, 99-102 Jl 3, 17 '41; Water Works & Sewerage 88:299-309, 353-8, 406-17 Jl-S '41
Annual meeting, program and list of exhibitors. Can Eng W & S 79:21-5 Je '41
Board actions, annual meeting. Water Works & Sewerage 88:79-81 F '41
Distaff side of the A.W.W.A. Am Water Works Assn J 33:supl-6+ Mr '41
Highlights of program of Toronto convention. Can Eng W & S 79:17-18 Ap '41
Meeting, 60th, Kansas City, April 21-25; with list of papers. Am Water Works Assn J 32:2099-110 D '40
Report of the audit of Association funds for year ending Dec. 31, 1940. Am Water Works Assn J 33:774-8 Ap '41
Report of the committee on water works practice. Am Water Works Assn J 33:343-59 F '41

Canadian section

History and accomplishments. Can Eng W & S 79:41-2 Je '41

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Annual meeting, 22d, Philadelphia. Iron Age 148:50-4 O 30 '41; Steel 109:28-9 O 27 '41; Welding J 20:802+ N '41
Annual meeting, 22d, Philadelphia; program. Welding J 20:408-11 Je '41
Sections; chairmen, secretaries and regular meeting dates. Welding J 20:412 Je '41

AMERICAN wood preservers' association
Annual meeting, 37th, Louisville, Ky, Feb. 4-6. Ry Age 110:316-21 F 15 '41

AMERICAN woolen company
Annual report, 1940. Comm & Fin Chr 152: 1417 Mr 1 '41

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Annual meeting, 23d, St Louis, April 28-29. Steel 108:46-7+ My 5 '41; Oil Paint & Drug Rep 139:5+ My 5 '41; Eng & Min J 142: 80-1 My '41

AMERICAN zinc, lead and smelting company
Another look. Mag of Wall St 68:414 Jl 26 '41

AMERICANS in Germany
Berlin runaround; getting out of Germany. L. Laird. Fortune 24:18+ S '41

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Acid amides as hypnotics; disubstituted acetamides. F. F. Blicke and M. F. Zienty. bibliog Am Chem Soc J 63:2779-81 O '41
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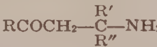

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Garages
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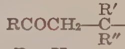
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Lumber
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Absorption apparatus
Balances
Bombs (chemical apparatus)
Centrifuges
Chemical engineering—Apparatus and supplies
Chemical laboratories—Equipment
Chemical plants—Equipment
Crucibles
Distillation apparatus
Drying apparatus
Electric furnaces, Laboratory
Evaporators
Extraction apparatus
Filters and filtration (technical chemistry)
Gases—Apparatus
Mixers
Percolation apparatus
Pipets
Reductors
Stirrers
Stopcocks
Viscosimeters
Volumetric analysis—Apparatus

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Mesomerism
Molecular association
Valence

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Atoms
Isotopes
Transmutation (chemistry)

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Chemistry, Technical
Distillation
Drying
Evaporation
Extraction processes
Feed water purification
Filters and filtration (technical chemistry)
Food—Manufacture
Food factories—Equipment
Metallurgy
Mixing
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Refuse disposal
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Acid resisting materials
Autoclaves
Centrifuges
Chemical plants—Equipment
Chlorinators
Classifiers
Distillation apparatus
Drying apparatus
Evaporators
Extraction apparatus
Mixers
Separators
Thickeners

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Phase rule and
equilibrium

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See also
Alcohol industry
Anti-freeze solutions
Bleaching
Brewing industries
Carnauba wax
Ceramic industries
Ceramics
Chemical plants

CHEMICAL industries—See also—*Continued*

Chemical research
Chemical workers
Chemicals
Chemistry
Chemistry, Technical
Clay industries
Drug trade
Dye industry
Electrochemical industries
Electrochemistry
Fertilizer industry
Gas industry
Glass
Metallurgy
Oil industries
Paint industry and trade
Paper
Paper chemicals
Paper industry and trade
Plastic industries
Potash
Pottery
Rubber
Rubber industry and trade
Salt
Soap
Soap industry and trade
Solvents
Sugar industry and trade
Tanning materials
Textile industry

also names of chemical companies, e.g. Dow chemical company; Du Pont de Nemours, E. I., and company; Monsanto chemical company; Union carbide and carbon corporation

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Chemical reagents
Chemistry, Medical and pharmaceutical

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Cleaning compositions
Driers
Drugs
Dyes and dyeing—Chemistry
Emulsifiers
Oils and fats
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Alkalies
Atomic weights
Atoms
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Catalysis
Chemical reaction
Chemicals
Chemists
Colloids
Color
Combustion
Condensation, Chemical
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Dissociation
Dyes and dyeing—Chemistry
Electrochemistry
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Gases
Geochemistry
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Hydrolysis
Ions
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Metallurgy
Metals
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Physiological chemistry
Poisons
Poisons, Industrial
Radioactive substances
Reduction, Chemical
Rubber—Chemistry
Salt
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Dye analysis
Electrochemical analysis
Gas analysis
Gravimetric analysis
Indicators and test papers
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Metallurgical analysis
Microanalysis
Mineralogical analysis
Oil analysis
Plants—Chemical analysis
Polarography
Spectrum analysis
Sugar analysis
Textile analysis
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Drugs
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Hypnotics
Immunity
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Poisons
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Acids, Organic
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Alkaloids
Amines
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Condensation, Chemical
Cyclic compounds
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Essential oils
Esters
Ethers
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Hydrocarbons
Ketones
Proteins
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Activation
Addition compounds
Adsorption
Atomic weights
Atoms
Boiling points
Catalysis
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Chemical bonds
Chemical equilibrium
Chemical reaction
Colloids
Condensation, Chemical
Co-ordination (chemistry)
Crystallization
Crystallography
Dismutation
Dissociation
Electrolysis
Electrolytes
Electrons
Emulsions
Equation of state
Evaporation
Fluorescence
Freezing points
Ionization, Electrolytic
Ionization, Gaseous
Ions
Isomerism
Isosterism
Isotopes
Melting points
Mesomerism
Mixtures
Molecular rearrangements
Molecular weights
Molecules
Photochemistry
Photosynthesis
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See also

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Alcohol
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Beverages
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Paint
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ELECTRIC distribution—See also—*Continued*
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Electric driving
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Electric lighting
Electric plants (central stations)—Equipment
Electric power
Electric wire
Electricity in mining
Switchboards

also subdivision Electric equipment under special subjects e.g.

Air raid shelters
Automobiles
Canneries
Chemical plants
Coal mines and mining
Dairies
Factories
Metal working plants
Public buildings
Quarries and quarrying
Railroads
Rolling mills
Ships
Slaughtering and slaughterhouses

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Civil engineering
Concrete construction
Construction equipment
Culverts
Dams
Docks
Drainage
Dredging
Drilling and boring (earth and rocks)
Earthwork
Efficiency, Industrial
Electric engineering
Engineers
Foundations
Gas engineering
Girders
Grouting
Harbors
Heating
Highway engineering
Hydraulic engineering
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Irrigation
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FIBER board

See also

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Hemp
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Jute
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Paper
Rayon fibers
Silk
Textile fibers
Twine
Vulcanized fiber
Wool

FIBROIN

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Fire service (water supply)

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Fire alarms
Fire extinction
Fire extinguishers
Fire resisting materials
Fire service (water supply)
Fireproof construction
Fireproofing
Fireproofing of textiles
Forest fires
Inflammable mixtures
Insurance, Fire—Preventive work

also subdivision Fires and fire protection under special subjects, e.g.

Air conditioning equipment
Airplanes
Airports
Chemical plants
Cotton mills
Electric plants (central stations)
Military training camps
Paper mills
Piers
Power plants
Ships

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Concrete houses
Fire resisting materials
Steel houses

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Farm produce
Fish as food
Flour
Fruit
Ice cream
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Milk
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Distillation
Flue gas
Gas, Natural
Gas, Producer
Gas, Water
Gas analysis
Gas appliances
Gas as fuel
Gas companies
Gas industry
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Gas producers
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Cylinders (engines, etc.)
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Gas turbines
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Gas ovens
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Refrigerators, Gas

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Refrigerators, Gas

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Water flow

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No recovery of premium after risk attaches if policy later is voided. East Underw 42:27 Je 6 '41

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also Bureau of personal accident and health underwriters; Health and accident underwriters conference; National accident and health association

Adjustment of claims

Admitted disease condition fails as defense in suit under accident policy. Weekly Underw 144:650 Mr 15 '41

Assured held standing in highway while cleaning windshield from runningboard. Weekly Underw 143:1242 N 23 '40

Death of insured caused by explosion of tire being removed from truck held not covered by accident policy. Weekly Underw 144:1189 My 17 '41

Disease and accidental death; digest of recent cases. J. L. Roesch. Spectator (Property ed) 6:26-7 My 1 '41

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A. & H. as business insurance; abstracts. H. S. Parsons. Ins Field (Life ed) 70:12-13 Jl 4 '41; Nat Underw 45:19+ Je 26 '41

A. & H. opportunities told at Cleveland congress. Nat Underw 45:29+ Mr 13 '41; East Underw 42:51 Mr 14 '41

A. & H. underwriters stage membership drive. Weekly Underw 145:467+ S 6 '41; East Underw 42:36 S 5 '41

Accident-health is profitable full-time job. C. T. Redfield. Nat Underw 44:24 N 14 '40

Advantages of building up substantial accident insurance line; abstracts. G. Goodwin. Weekly Underw 144:1220 My 24 '41; East Underw 42:40 My 9 '41

Answers objections to writing accident-health. M. N. Scholer. Nat Underw 45:47 Mr 6 '41

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Calls A. & H. agents soldiers of economic defense. W. M. Rothaermel. East Underw 42:16-17 Je 27 '41

Foundation sales talk. E. F. Hanson. Ins Field (Fire ed) 70:20 Mr 27 '41

Get down into lower A. & H. brackets. H. M. Walker. Nat Underw 45:22 Ap 3 '41

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I sell accident insurance. L. Canfield. Ins Field (Fire ed) 70:22-3 Je 12 '41

More A. & H. or civil service examinations? F. G. Packwood. East Underw 42:29+ Je 20 '41

Multiple line agent and A. & H. J. H. Garneau. Ins Field (Fire ed) 70:20-1+ My 15 '41

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New York A. & H. club stages sales congress and breakfast. East Underw 42:31+ Mr 28 '41; Nat Underw 45:27+ Mr 27 '41

Philadelphia sales congress. East Underw 42:36 Mr 28 '41; Weekly Underw 144:787-8 Mr 29 '41

Presentation for three types of A. & H. prospects given at sales congress of National accident & health association. Nat Underw 45:41 F 6 '41

Progressive prospecting; painless presentations. A. M. Holtzman. Nat Underw 45:35 F 27 '41

Record business drive in preparation. Weekly Underw 144:409 F 15 '41

Sales presentation for A. & H. insurance that gets the business. W. R. Dignan. Ins Field (Fire ed) 70:22-3 F 20 '41; Same. Ins Field (Life ed) 70:16-17 F 21 '41

Selling accident and health insurance. M. L. Lane and others. Ins Field (Fire ed) 70:16-30 Mr 20 '41; Same. Ins Field (Life ed) 70:12-26 Mr 21 '41

Simplified A. & H. procedure. R. M. Feese. Ins Field (Life ed) 70:12 My 9 '41

Spurs N.J. producers to write greater volume of A. & H. W. F. White. East Underw 42:33 Mr 21 '41

Three fundamental reasons for selling accident-health; abstracts. S. C. Carroll. Nat Underw 45:33+ O 2 '41; East Underw 42:32+ O 24 '41

Value of income protection, selling tips. E. H. O'Connor. Weekly Underw 144:1364+ Je 7 '41

Why and how of accident and health insurance in the general insurance agency. D. E. Compton. East Underw 42:34 F 21 '41

Agency management

Accident-health agency management panel topic. Nat Underw 45:22+ Je 12 '41

Accident-health men talk frankly on agency problems. Nat Underw 45:19+ Ja 30 '41

Agency building in A. & H. line. W. M. Ivey. East Underw 41:107+ D 6 '40

Many agency management phases reviewed in panel discussion. Nat Underw (H. & A. conference no) 45:5+ Je 6 '41

Sales portfolios

U.S. Life A. & H. kit. East Underw 42:34 F 21 '41

Aviation risks

Clipper accident policies cause interest in Far East. Nat Underw 45:3 Jl 31 '41

Underwriters double insurance repayment; premiums to cover students in civilian pilot training program reduced. Civil Aero J 2:24 Ja 15 '41

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Coverage borderlines. B. M. Anderson. East Underw 42:34 My 30 '41

Finance

North American accident insurance company; company analysis. Spectator (Property ed) 6:30-1 D 26 '40

Hospital indemnity

Business Men's Assurance revision reflects hospital experience. Nat Underw 45:19 Ap 3 '41

Maccabees issues hospitalization rider. Nat Underw (Life ed) 44:21 N 15 '40

Medical care

Extend pacts on hospital, doctor costs in auto cases. Nat Underw 45:20A F 20 '41

Noncancellable policies

Severe non-can reserve standard is adopted by commissioners. Nat Underw 45:23+ Je 12 '41; Same, without reserves report. Nat Underw (Life ed) 45:3+ Je 13 '41

Policies

Accident and health coverage promulgated by the Massachusetts bonding & insurance company. Spectator (Property ed) 6:26 Je 12 '41

Continental policy for business women. East Underw 42:50 Ap 25 '41

Custom-built policy is assembled to fit needs. Nat Underw 45:24 Je 12 '41

Experience good on $5 limited auto policy. Nat Underw 45:21 Jl 10 '41

Hold N.Y. conference on limited accident policies. Nat Underw 45:12 Jl 24 '41

Holder of newspaper policy died too late; case involving size of type. East Underw 41:30 D 27 '40

Life and accident insurance; types of policies and legal requirements. A. J. Mountrey. Weekly Underw 144:514-20 Mr 1 '41

Military service accident policy proposed at H. & A. conference. Nat Underw 44:21 N 14 '40

N.Y. department at end of A. and H. policy job. Nat Underw 45:20A F 20 '41

Newspaper accident cover has developed into sound specialty. L. J. Hoffmann. Nat Underw 45:25 Ag 14 '41

Ohio State Life's policy has flat rate, varied benefits. Nat Underw 44:14 D 26 '40; Same. Nat Underw (Life ed) 45:18 Ja 3 '41

Policies which should sell easily. H. Prevost. East Underw 41:30 N 29 '40

Reliance life makes changes in A. & H. Nat Underw 45:36 Mr 6 '41

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Prospects

Prospecting of A. & H. W. C. Cousins. East Underw 42:12 Jl 11 '41

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National Casualty's new hospital expense rates. Nat Underw 45:28 Mr 13 '41

Reinsurance

Reinsurers eye A. & H. problems. E. G. Trimble, jr. Nat Underw 4:12 pt 2 D 26 '40

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Severe non-can reserve standard is adopted by commissioners. Nat Underw 45:23+ Je 12 '41

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Curtail issuance of insurance to skiers. East Underw 42:50 Mr 7 '41

Effect of physical impairments is A. & H. clinic topic. Nat Underw 45:26 Ap 3 '41

Underwriting accident and health insurance. A. Sommer. Weekly Underw 144:975-8 Ap 19 '41

Statistics

Experience index by states; figures of Travelers Mutual for 1940. Weekly Underw 145:225 Ag 2 '41

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Study and teaching

Accident and health insurance. A. J. Mountrey and others. Weekly Underw 144:295-9, 514-20, 606-11, 975-8, 1080, 1082-3; 145:140-3 F 1, Mr 1-8, Ap 19, My 3, Jl 19 '41

Health and accident underwriters institute is organized. Weekly Underw 144:749+ Mr 29 '41; East Underw 42:42 Ap 4 '41

War risks

Lloyd's covers war risks in new accident policy. East Underw 42:27 Ag 29 '41

Switzerland

Compulsory accident insurance in Switzerland from 1933 to 1937. Int Labour R 44:283-98 S '41

INSURANCE, Agricultural

Expand government crop insurance program to cotton. Nat Underw 45:1+ Jl 3 '41

Senate favors extending federal crop insurance to cotton. Comm & Fin Chr 152:3110 My 17 '41

Text of measure amending federal crop insurance to cotton. Comm & Fin Chr 153:470-1 Jl 26 '41

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U.S. crop insurance suffers 150% loss ratio in 1940. Nat Underw 44:5 D 19 '40

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INSURANCE, Aircraft damage

Falling-aircraft cover in demand. Nat Underw 45:8 S 25 '41

INSURANCE, Art

Fine arts insurance a coverage that merits attention of local agent. F. C. Crowell, jr. Ins Field (Fire ed) 70:18-19 Ag 21 '41

INSURANCE, Assessment

Assessment clubs attacked by Canadian Fraternal association. Nat Underw (Life ed) 44:29 D 6 '40

Assessment companies are examined by Illinois. Nat Underw (Life ed) 45:12-13 Jl 18 '41

Fraternal orders, assessment life and accident associations; business of 1940 and condition Dec. 31, 1940; tabulation. Weekly Underw 144:79 sec 2 My 10 '41

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INSURANCE, Automobile

Auto insurers face dark and uncertain days; collision losses increase; cost of replacements is higher. Nat Underw 45:5 Ag 7 '41

Automobile insurance law. G. J. Cooper. Nat Underw 45:11 O 2 '41

Automobile losses cause companies much concern. Nat Underw 45:22+ Ag 14 '41

Drastic changes may be standing headline. J. F. Wohlgemuth. Nat Underw (Auto ins no) 45:16-17 Ap 21 '41

Driver, not car, should be covered. T. F. Cass. Nat Underw 45:14 Jl 17; 23 Ag 14 '41

Federal control of installment buying and other factors may help losses. Nat Underw 45:5+ Ag 14 '41

Munich of casualty insurance. J. E. Beahn. il Ptr Ink Mo 43:5-8, 54-8 Ag '41; Abstract. Nat Underw 45:20 Ag 14 '41

Opportunity in automobiles. J. Chamberlain. Spectator (Property ed) 6:10-12, 14 Ap 3 '41

Outlook for auto casualty lines. J. W. Randall. Ins Field (Fire ed) 70:28-9 Mr 13 '41

Predicts boom in automobile business due to responsibility acts; scores compulsory laws. J. J. Hart. East Underw 42:27 Jl 18 '41

Rise in property damage claims causes concern. Nat Underw 45:17 Ag 7 '41

Slight jump in auto liability loss ratios expected by insurance companies this year. East Underw 41:30 N 22 '40

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Adjustment of claims

Adjusters who argue doing lawyer's work; ruling by Virginia bar committee. Weekly Underw 145:501+ S 13 '41

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Car owner's consent not reduced to formula, court holds in negligence action. Weekly Underw 145:75 Jl 12 '41

Cooperation dependent upon truthfulness of assured's story of accident held jury question. Weekly Underw 145:434 Ag 30 '41

Coverage of new automobiles held automatic despite requirement of notice within ten days of exchange. Weekly Underw 144:214 Ja 18 '41

Cuts life expectation award; British House of lords sets precedent. East Underw 42:12 Ja 31 '41

Delay in giving notice of accident must be prejudicial to release insurer. Weekly Underw 145:251 Ag 2 '41

Doctrine of last clear chance defined; digest of recent cases. J. L. Roesch. Spectator (Property ed) 7:32-3+ S 18 '41

Failure to file proof of loss in auto fire case voids policy. East Underw 42:31 Ja 24 '41

Federal declaratory judgment act and automobile liability policies. Spectator (Property ed) 6:36-8 Mr 20 '41

Fire companies take stiffer subrogation stand. Nat Underw 45:6 Ap 24 '41

Illustrating agent service. J. D. Henderson. Ins Field (Fire ed) 70:22 Jl 10 '41

Insurer held required to defend suit against assured though plaintiff was passenger within exception of policy. Weekly Underw 144:1497 Je 21 '41

Minor having learner's permit but unaccompanied by licensed chauffeur held not operating in violation of law as to age. Weekly Underw 144:981 Ap 19 '41

Minor injured by employer before hours of employment held not employee injured in course of employment. Weekly Underw 143:1366 D 7 '40

Misappropriation of auto held to be a theft by D. of C. court. East Underw 42:31 Je 27 '41

Mortgagee named in loss payable clause may recover under policy although mortgagor settled with third party. Weekly Underw 145:950 O 18 '41

Recent interpretation of guest statutes; digest of recent case. J. L. Roesch. Spectator (Property ed) 6:26-7 Ap 17 '41

Settlement arranged by attorney retained by insurer to defend damage suit held not binding upon assured. Weekly Underw 144:1449 Je 14 '41

Status of loan receipt; advance of money by insurance company constitutes payment under policy terms. East Underw 41:22 N 22 '40; Weekly Underw 143:1182 N 16 '40

Statutory provision for absolute liability of insurer held no bar to defense of lack of cooperation by assured. Weekly Underw 145:189 Jl 26 '41

Surgeon cannot collect from liability insurer fee for services to non-resident injured through negligence of assured. Weekly Underw 143:1518 D 28 '40

Transfer of physical possessions held not to be change of interest. East Underw 42:34 Ap 4 '41

Unauthorized use of car by parking attendant without intent to steal held not covered by theft policy. Weekly Underw 144:930 Ap 12 '41

U.S. High court holds against insurer on limits; Sutcliffe vs. Lumbermen's Mutual Casualty. Nat Underw 45:21 F 13 '41

Value prior to and immediately after accident held substantial evidence of cost to repair. Weekly Underw 144:322 F 1 '41

Verdict for $87,500 against Walter Annenberg is upset. Nat Underw 44:18 N 28 '40

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AAA affiliate in insurance business; Spokane agents seek competitive weapon. Nat Underw 45:32 S 4 '41

Auto dealer licensing is big issue in Michigan. A. I. Dreifus. Nat Underw 45:17+ S 18 '41

Auto production drive especially good spring tonic for agent today. Nat Underw (Auto ins no) 45:3+ Ap 21 '41

Cincinnati auto club agency wins Ohio license suit. Nat Underw 45:2 Ap 10 '41

Florida agents charter auto finance company. East Underw 42:27 My 2 '41

Four sales factors. R. W. Bugli. Nat Underw (Auto ins no) 45:14+ Ap 21 '41

Granting agent's license to automobile dealer in Arizona. J. Conway. Weekly Underw 143:1267 N 30 '40

Headwork first saves you footwork later. J. W. Mason. Nat Underw (Auto ins no) 45:12-13 Ap 21 '41

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Kansas agents fight automobile dealer agencies. Nat Underw 45:4 F 13 '41

Letter that sells; experience with direct mail advertising. J. G. Sweeney. Ins Field (Fire ed) 69:22 N 14 '40

Licensing of auto dealers condemned in Michigan. Nat Underw 45:7 O 2 '41

Recovering auto premiums; what agents are thinking and doing about the automobile finance problem. Ins Field (Fire ed) 70:20-1 F 20 '41

Seattle, Wash. agents' plan for securing financed auto insurance. B. B. Hillen. East Underw 41:77 D 6 '40

Selling auto liability. M. T. Hill. Ins Field (Fire ed) 70:26-8 Ja 23 '41

Technique of agent who has goal of auto policy a day for 1941. W. E. Detweiler. Nat Underw (Auto ins no) 45:9+ Ap 21 '41

Tennessee to license auto dealer agents. Nat Underw 45:19 Jl 31 '41; Correction. 45:32 Ag 7 '41

Wage earner now offers expansion opportunity. J. H. Eglof. Nat Underw (Auto ins no) 45:4+ Ap 21 '41

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Commission change may be competitive solution. R. B. Duboc. Nat Underw (Auto ins no) 45:5+ Ap 21 '41

Hit political insurance in Maine. Nat Underw 45:7 Ja 16 '41

Jan. 1 deadline for 30% commission top. Nat Underw 44:31 D 5 '40

N.Y. plan provides for commissions under proposed auto assignment plan. Nat Underw 45:11+ Jl 24 '41

Assigned risks

Agents, brokers and New York department discuss proposed assigned risk plan. Nat Underw 45:21 S 18 '41

Assigned auto risk plan considered in Washington. Nat Underw 44:18 D 26 '40

Assigned risk meeting in New York. East Underw 42:30-1 Jl 25 '41

Character of voluntary automobile assigned risk plans. W. Leslie. Weekly Underw 145:659 S 27 '41

Expect early decision on assigned risk plan. East Underw 42:33+ S 26 '41; Comments. A. Goldberger. 42:30 O 10 '41

N.Y. auto assigned risk plan operative Nov. 1. East Underw 42:29 O 31 '41; Nat Underw 45:27 O 30 '41

N.Y. plan provides for commissions under proposed auto assignment plan. Nat Underw 45:11+ Jl 24 '41

Pink approves assigned risk plan. East Underw 42:36+ O 3 '41

Required auto risks to be assigned in Virginia. Nat Underw 45:33 Mr 27 '41

Virginia automobile cover plan devised; companies will take assigned risks. Weekly Underw 143:1496 D 28 '40

Cancellation

Court holds policy was canceled legally before time of accident; action against the London & Lancashire indemnity co. East Underw 42:38 S 5 '41

Compulsory liability

Compulsory auto law; talk in Canada. C. F. J. Harrington. East Underw 42:56 S 19 '41

Compulsory car cover; abstracts. C. F. J. Harrington. East Underw 41:28+ N 15 '40; Nat Underw 44:23+ N 21 '40

Compulsory cover claims deflated. W. A. Williams. Nat Underw 45:44 Mr 6 '41

Debate pros and cons of compulsory insurance; favorable aspects of Massachusetts act. F. P. Ryan. East Underw 42:26 Ag 1 '41

Estimate cost of compulsory law in New York. East Underw 42:33 Ja 17 '41

Insurance lawyers committee approves N.H. type auto law. Nat Underw 45:11-12+ Jl 31 '41

Massachusetts compulsory act faces rough sledding. W. C. Hill. Nat Underw (Auto ins no) 45:27+ Ap 21 '41

Minnesota compulsory automobile liability bill. Weekly Underw 144:396 F 15 '41

New York bar opposes compulsory auto law for New York state. Ins Field (Fire ed) 70:14-15 Ja 30 '41

Trespasser held guest occupant excluded from benefits of Massachusetts compulsory liability insurance law. Weekly Underw 145:298 Ag 9 '41

Why compulsory liability automobile insurance is opposed in New York; brokers' statement. Weekly Underw 143:1456-7 D 21 '40

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Automobile insurance; with sales suggestions. F. C. Crowell, jr. Ins Field (Fire ed) 70:16-17 O 16 '41

Important phases of automobile coverage. H. E. Barnhart. Nat Underw 45:19 Jl 24 '41

Deferred payment protection

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American automobile insurance company; company analysis. Spectator (Property ed) 6:30-1 My 1 '41

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Casualty companies auto writings, 1937-1940. East Underw 42:37-9 Ap 25 '41

Full cover stock group premiums and losses, 1939-1940. Nat Underw (Auto ins no) 45:34 Ap 21 '41

Groups with $500,000 or more in auto premiums in 1940; with figures for 1939. Nat Underw (Auto ins no) 45:20-1 Ap 21 '41

Mutual auto premiums and losses, 1938-1940. Nat Underw (Auto ins no) 45:24-6 Ap 21 '41

N.Y. department auto record; tabulation. Nat Underw 45:22, 28 My 8 '41

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Stock casualty, reciprocals, and Lloyds automobile premiums and losses, 1939-1940. Nat Underw (Auto ins no) 45:22-3 Ap 21 '41

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Financed automobiles

Agents reject new auto finance plan of N.A.U.A. Nat Underw 44:4 N 28 '40

Auto dealer licensing is big issue in Michigan. A. I. Dreifus. Nat Underw 45:17+ S 18 '41

California commissioner approves rules for financed auto insurance. East Underw 42:36 O 10 '41

California financed auto rules promulgated. Ins Field (Fire ed) 70:12 O 30 '41

Caminetti wins admiration for drive against fraudulent practices in California. G. C. MacDonald. Ins Field (Fire ed) 70:8 S 25 '41

Director Goodpaster denounces finance company abuses. Ins Field (Fire ed) 70:19 Je 12 '41

18-month financing rule is welcomed. Nat Underw 45:5 Ag 28 '41

Finance co.-agent case to come up in Kentucky. Ins Field (Fire ed) 70:22 S 4 '41

Finance people disturbed by equity rating plan. Nat Underw 44:3+ D 12 '40

Florida agents charter auto finance company. East Underw 42:27 My 2 '41

Forum on financed automobile insurance. Nat Underw 45:38-9 My 1 '41

Mortgagee named in loss payable clause may recover under policy although mortgagor settled with third party. Weekly Underw 145:950 O 18 '41

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New General Securities Corporation finance plan gives agent policy control. Nat Underw 45:13 Ja 23 '41

Ohio department holds hearing on automobile finance business. Nat Underw 45:8 O 23 '41

Proposes National association of insurance agents go into finance business. H. J. Heiman. Nat Underw 44:34-5 N 14 '40; Reply. C. L. Landen. 44:5 D 5 '40

Recovering auto premiums; what agents are thinking and doing about the automobile finance problem. Ins Field (Fire ed) 70:20-1 F 20 '41

Refund million on phony charges on financed autos in California. A. Caminetti, jr. Nat Underw 45:4 S 4 '41; Same. Ins Field (Fire ed) 70:9 S 4 '41

St Louis producers take steps to form finance company. East Underw 42:1+ Jl 11 '41

Seattle, Wash. agents' plan for securing financed auto insurance. B. B. Hillen. East Underw 41:77 D 6 '40

Small loan law curbs auto finance insurance in Washington. Nat Underw 45:30 Ag 7 '41

South Dakota auto cover. Weekly Underw 144:1463 Je 21 '41

To have and to hold; auto premiums on instalment purchase cars. H. R. Adelmann. East Underw 42:36+ Ap 25 '41

Urges bankers to work with agents on auto financing. A. C. Stevens. Nat Underw 45:23+ Mr 6 '41

Westchester insurance agents' plan for cooperation with banks on auto finance risks. East Underw 42:25 Ja 3 '41

Financial responsibility laws

Amendment to New York auto law suggested by insurance companies. Nat Underw 45:13 Ag 21 '41

Analysis of Page-Anderson act. H. M. Jones. East Underw 42:33 My 30 '41

Bill similar to New Hampshire act filed in New York. Nat Underw 45:23+ F 20 '41

Board of trade head urges Gov. Lehman to sign motor vehicle responsibility bill. A. Snyder. Weekly Underw 144:944 Ap 19 '41

Broadcast on Page-Anderson act. C. E. Mealey. East Underw 42:51 S 19 '41

Champions New Hampshire type of responsibility law. E. C. Stone. Nat Underw 45:21 Ag 14 '41

Commissioner Mealey wants amendment to N.Y. auto responsibility act. Nat Underw 45:17+ S 4 '41

Consider revisions in N.Y. financial responsibility law. Nat Underw 45:12 Jl 24 '41

Educational program for Safety-responsibility act. C. E. Mealey. Weekly Underw 145:1014-15 N 1 '41

Highlights of the New York automobile financial responsibility law. W. A. Hamlin. Spectator (Property ed) 6:26 My 15 '41

Insurance lawyers committee approves N.H. type auto law. Nat Underw 45:11-12+ Jl 31 '41

Insurance supports New York bill; promotes financial responsibility. East Underw 42:53-4 Mr 14 '41

Maine motor law similar to N.H. act. Nat Underw 45:35 My 15 '41

Motor vehicle commissioners like N.H. auto law. Nat Underw 45:23+ My 22 '41

New York bar auto cover bill is introduced in legislature. Nat Underw 45:25 F 6 '41

New York bar opposes compulsory auto law for New York state; favors financial responsibility act. Ins Field (Fire ed) 70:14-15 Ja 30 '41

New York new responsibility bill has teeth in it. East Underw 42:32+ F 21 '41

New York trade board explains safety law. East Underw 42:32 Je 20 '41

Page-Anderson bill signed by Governor Lehman. Weekly Underw 144:1065 My 3 '41

Page-Anderson law becomes effective Jan. 1, 1942; governor's statement. East Underw 42:36 My 9 '41; Nat Underw 45:23+ My 8 '41

Provisions of New Hampshire automobile financial responsibility act and assigned risk plan. A. J. Rouillard. Weekly Underw 144:306+ F 1 '41

Public to hear about N.Y. law. Weekly Underw 145:501+ S 13 '41

Questions and answers on the New York financial responsibility act. Weekly Underw 145:329 Ag 16 '41

Questions regarding New York financial responsibility law answered by Commissioner. Weekly Underw 145:692 O 4 '41; Same. East Underw 42:50 O 17 '41

Responsibility law is challenge. A. E. Spottke. East Underw 42:30+ O 24 '41

Rivalry spurs pace of drive to cash in on N.Y. auto law. Nat Underw 45:21 Je 26 '41

Rouillard announces auto liability changes in New Hampshire. East Underw 42:41 F 7 '41

See huge sales possibilities in new law in N.Y.; auto responsibility act effective Jan 1. Nat Underw 45:23+ Ap 10 '41

There'll be some changes made; responsibilities of New York drivers under new law. C. E. Mealey. Spectator (Property ed) 7:14+ S 18 '41

U.S. Supreme court to review Reitz litigation. East Underw 42:33 F 7 '41

Upholds auto responsibility laws. L. A. Mills. Nat Underw 45:53-4 Mr 13 '41

Value of voluntary cover; abstracts. E. C. Stone. Weekly Underw 145:810+ O 11 '41; East Underw 42:46+ O 10 '41

White & Camby to help brokers on new law. East Underw 42:41 O 3 '41

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Garage owners' and dealers' liability policies

Canadian underwriters endorse garage and sales agency automobile contract. East Underw 42:25 Ag 29 '41

Revised garage keepers' legal liability coverage endorsement may be used in several states. Ins Field (Fire ed) 70:16 Ja 9 '41

Guest liability

Recent interpretation of guest statutes; digest of recent case. J. L. Roesch. Spectator (Property ed) 6:26-7 Ap 17 '41

Trespasser held guest occupant excluded from benefits of Massachusetts compulsory liability insurance law. Weekly Underw 145:298 Ag 9 '41

Instalment premiums

N.Y. department considers policy fee for weekly auto premiums. Nat Underw 45:13+ Ag 21 '41

Troy agency's experience throws light on installment plans. Nat Underw 45:27-8 S 4 '41

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Advantages of new comprehensive policy of National automobile underwriters association. W. J. Wood, 2d. East Underw 41:27 N 15 '40

Allstate writes vacation auto P.L. and P.D. policy. Nat Underw 45:26 My 1 '41

Associated press interpretation of ruling on accepting passengers for fee erroneous. Nat Underw 45:14 Ag 21 '41; East Underw 42:27 Ag 22 '41

Auto forms approved; New Hampshire department action. Weekly Underw 145:312 Ag 16 '41

Auto liability changes, effective Feb. 1, 1941, New Hampshire; statutory motor vehicle endorsement. Spectator (Property ed) 6:27 F 6 '41

Automobile liability revision. Spectator (Property ed) 7:25 O 16 '41

Automobile medical payments. Spectator (Property ed) 6:24 F 20 '41

Automobile physical damage cover revised. Weekly Underw 145:5+ Jl 5 '41; Same. East Underw 42:1+ Jl 4 '41

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Chicago symposium on comprehensive policies. Nat Underw 45:19+ F 13; 21+ F 20 '41
Comprehensive automobile liability. Spectator (Property ed) 6:27 Ja 23 '41
Comprehensive liability needs more explanation, less exploitation. W. T. Ashby. East Underw 42:9+ pt 2 My 16 '41
Comprehensive liability program of National Bureau makes its debut. East Underw 42:32-3 Ja 24 '41; Ins Field (Fire ed) 70:13-14 Ja 23 '41; Weekly Underw 144:242 Ja 25 '41
Comprehensives again held back; Jan. 20 date for release. Nat Underw 45:17 Ja 9 '41
Covers passengers; medical payment endorsements extended by Virginia commission. Weekly Underw 145:588 S 20 '41
Experience good on $5 limited auto policy. Nat Underw 45:21 Jl 10 '41
Explains auto public liability cover in language assured understands. E. F. Gallahue. Nat Underw 45:37 My 15 '41; Same. Spectator (Property ed) 6:24 My 29 '41
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Rates under War department plan being approved. East Underw 42:30 My 23 '41

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Stock companies extend deviation filings; act in N.Y. Nat Underw 45:25+ Mr 13 '41

Text of endorsement for new army contract plan. Nat Underw 45:32 My 15 '41

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Proposals for change studied; renewal certificate idea. Nat Underw 45:3+ Ag 7 '41

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Casualty premium leaders in New York 1937-1940; tabulation. Nat Underw 45:29 Mr 6 '41

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London official gives facts on casualty insurance in war-time. E. B. Ferguson. East Underw 42:33+ Jl 4 '41

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Cold storage locker units increase in number; insurance needs cited. Nat Underw 45:12 Ag 14 '41

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British compulsory insurance act provisions go into effect July 1. East Underw 42:28 My 23 '41; Same. Nat Underw 45:11 My 22 '41; Same. Comm & Fin Chr 152:3258-9 My 24 '41

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BMI buys copyright suit cover; ASCAP's foe gets policy with limit of $1,000,000. Nat Underw 45:17 Ja 9 '41

No claims against insurers on big copyright policy. Nat Underw 45:19 Ag 7 '41

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Corn loan and insurance setup for 1940. Nat Underw 44:3 N 28 '40

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Expand government crop insurance program to cotton. Nat Underw 45:1+ Jl 3 '41

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Johnson & Higgins proposal for Australian wool marine and warehouse covers accepted. East Underw 41:26 D 20 '40

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Chicago companies couldn't survive after the fire of 1871; case of Merchant's. W. E. Rollo. Weekly Underw 145:752+ O 11 '41

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Loss adjusting early problem; Chicago fire enlisted army of agents away from normal insurance tasks. Weekly Underw 145:783+ O 11 '41

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Attorney-general finds HOLC contract violates Utah statute. Nat Underw 44:32 D 5 '40

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Discuss provisions of new HOLC contract. Weekly Underw 144:625 Mr 15 '41

Georgia extends limit on HOLC-SCA contract. Ins Field (Fire ed) 70:11-12 Jl 10 '41

HOLC anxious to resolve insurance issue; will confer with Commissioner Pink; New Hampshire outlaws contract. Nat Underw 45:7+ F 6 '41

HOLC says 25% SCA deal may be altered. Nat Underw 45:11 Mr 13 '41

HOLC states attitude on insurance issues. Nat Underw 45:9 F 27 '41

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New York turns down HOLC-SCA contract. L. H. Pink. East Underw 42:16+ Ja 17 '41; Abstracts. Nat Underw 45:1+ Ja 16 '41; Weekly Underw 144:177+ Ja 18 '41

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Wait Georgia opinion about HOLC legality. Weekly Underw 145:264 Ag 9 '41

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Difficulties in writing cover for tenants. W. G. Frazier. Nat Underw 45:33 Mr 20 '41

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Industrial fire business is growing in South. Nat Underw 45:34 Je 26 '41

Take new interest in weekly premium fire line in South. Nat Underw 45:10 My 22 '41

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Five-year record of asset distribution of stock fire insurance companies. E. L. Hall. Spectator (Property ed) 7:23 Jl 10 '41

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Method of valuing books in libraries. W. G. Rich. Nat Underw 45:35 O 30 '41

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Owner may obtain cancellation of fire policy without consent of mortgagee protected by mere loss payable clause. Weekly Underw 145:558 S 13 '41

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I.U.B. extension form number 1. Spectator (Property ed) 7:26-7 S 4 '41

I. U. B. rule extends field for forms; manufacturing premises now eligible. Nat Underw 45:1 Jl 3 '41

Reporting form cover making strides ahead. East Underw 42:14 Ag 1 '41

Reporting form insurance needed to protect fluctuating values. East Underw 42: 34 O 3 '41

Reporting forms extended in Missouri; other states expected to follow. Nat Underw 45: 1 Jl 31 '41

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Reporting forms; single state and I.U.B. forms. H. T. Holland. Ins Field (Fire ed) 69:20-1+ N 14; 20-1+ N 21 '40

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Housing authority asks new bids at Nashville. Ins Field (Fire ed) 70:13 Ja 16 '41

Municipal cover. W. H. Menn. Nat Underw 45:13 O 23 '41

Rutland, Vt., increases coverage on city risks. East Underw 42:22 Ja 3 '41

Participating policies

Insurance co. of North America step brings forth talk of participating policy trend. East Underw 42:21 F 21 '41

Stock insurer may pay policy dividends in Oklahoma. Nat Underw 45:6 O 30 '41

Policies

Act to end abuses in writing fire department clause; plan misused to finance community fire protection. Nat Underw 45:5+ Mr 6 '41

Defends present standard fire policy. J. H. Doyle. East Underw 42:20 Mr 28 '41

Exclusive coverages for defense plants. East Underw 42:30+ My 2 '41; Nat Underw 45:8 Ap 24 '41

Fee simple clause barred in Maryland. Nat Underw 45:7 My 29 '41; East Underw 42:20 Je 6 '41

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N.Y. legislators again defer policy revision. Nat Underw 45:1+ Ap 10 '41

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Pro rata rule broadened by New York fire insurance exchange. Nat Underw 44:14 N 14 '40

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Premium financing

Superintendent Pink surveys premium finance arrangements. Nat Underw 45:11 Jl 3 '41

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Preventive work

Coordinate national defense efforts of all fire and casualty companies. East Underw 41:68 D 6 '40; Nat Underw 44:9 D 5 '40; Weekly Underw 143:1306+ D 7 '40; Comm & Fin Chr 151:3485-6 D 14 '40

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Detroit mayor won't take no for answer; will not drop fight for lower rates. Ins Field (Fire ed) 69:16 D 19 '40

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McNairn of Ontario believes fire rates and commissions are too high. East Underw 42: 30 Mr 14 '41

Michigan committee eyes Detroit rates. Nat Underw 45:12 F 6 '41

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Rate cut to home owner small boon. D. A. Forbes. Nat Underw 45:4 S 11 '41

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Proposals for change studied; renewal certificate idea. Nat Underw 45:3+ Ag 7 '41

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Insurable values discussed. R. M. Beatty. Nat Underw 45:4 O 30 '41

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Canadian insurers not writing term lines on manufacturing risks. East Underw 42:38 Mr 7 '41

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Pioneer Chicago agents built business. Weekly Underw 145:756+ O 11 '41

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Over-insurance; ruling by Kentucky director of insurance. Weekly Underw 144:876 Ap 12 '41

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Attack rating law of Missouri; ouster suit amended to include Inspection bureau charges. Nat Underw 45:5 Ja 9 '41

Attorney General gets permission to amend suit to oust fire companies, alleging rate control. East Underw 42:24 Ja 17 '41

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Conspiracy indictments dismissed in Missouri suit. Nat Underw 44:8 N 21 '40

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Big hail season in both losses and premiums. Nat Underw 45:3 Ag 21 '41

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Insurance, Motor truck
Insurance, Owners', landlords' and tenants' public liability
Insurance, Principal's protective liability
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Annuities

Benefit societies

Insurance, Business

Insurance, Group

Insurance, Industrial

Insurance, Military and naval service

Insurance trusts

Mortality

Savings banks—Insurance selling

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Life insurance advertisers association

Advisers

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Liner Manhattan floated; will go into drydock to have damage estimated. East Underw 42:32 F 7 '41

Manhattan loss may run one million. Nat Underw 45:6+ F 13 '41

Manhattan repairs to cost $2,000,000; salvage $400,000. Nat Underw 45:2A+ Mr 13 '41

Manhattan stranding cause of concern to marine underwriters. East Underw 42:1 Ja 17 '41

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No navicerts for goods with enemy insurance cover. Weekly Underw 144:829 Ap 5 '41

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Admiralty jurisdiction depends on place where injury was caused. East Underw 42:31 F 21 '41

Admiralty jurisdiction over foreign transactions is declined. East Underw 42:38 Je 13 '41

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British ship called to war duty not yet engaged in war operations. East Underw 42:29 Ja 31 '41

Deductible clause held to apply to each of successive marine policies. East Underw 42:27 Ja 17 '41

Insurers may recover for losses of 1793. Nat Underw 45:28 Ja 2 '41

Insurers win reversal on points in Murray oil products co. case. East Underw 42:31 F 21 '41

Liability under charter-party and doctrine of frustration. Weekly Underw 145:22 Jl 5 '41

Lloyd's loses German scuttling appeal in the House of lords. East Underw 42:1+ Ag 29 '41

Morro Castle case reversed; Continental held not liable. East Underw 42:26 Ja 31 '41

Neutral and American cargoes tied up in German vessels; alleged deviation; liability of underwriters affirmed. Weekly Underw 145:652+ S 27 '41

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Right of shipowner in bill of lading clause. Weekly Underw 144:1012 Ap 26 '41

Underwriters liable for scuttled cargoes; British decision reversed. East Underw 41:28 N 29 '40; Weekly Underw 143:1328 D 7 '40

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Johnson & Higgins proposal for Australian wool marine and warehouse covers accepted. East Underw 41:26 D 20 '40

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Fire, marine men scoff at rumors of defense information leakage. Nat Underw 45:5+ My 15 '41

Government and company officials satisfied Axis gets no aid through insurance channels. D. Porter. Ins Field (Fire ed) 70:8+ Je 12 '41

Leakage of defense data via insurance denied in New York. East Underw 42:1+ My 16 '41

Marine brokers act to safeguard data. East Underw 42:23 Ag 1 '41; Nat Underw 45:19 Jl 31 '41

Marine men to investigate La Follette's charges. Nat Underw 45:1 My 29 '41

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Advocates standard marine cargo policy; companies and Lloyd's should cooperate on standard form. T. R. Berridge. East Underw 42:44 Mr 7 '41

Change of ownership clause. Spectator (Property ed) 7:26 Ag 21 '41

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Form A endorsement to war risk open policy. Spectator (Property ed) 7:22 Jl 24 '41

Marine policies insuring rubber in transit are revised in London. East Underw 42:25 Ag 29 '41

New ship warranty in all marine and war risks insurances. Weekly Underw 144:302 F 1 '41

Privity clause eliminated. F. J. Taylor. Weekly Underw 144:457+ F 22 '41

Privity clause problem in P. & I. risks. East Underw 42:30 Mr 28 '41

Protection and indemnity underwriters drop privity clause in ocean and lakes policies. East Underw 42:30 Ap 18 '41

Term disbursements in marine insurance; warranty that only fixed percentage of total insured value be insured. Weekly Underw 143:1209-10 N 23 '40

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Lloyd's not to allow deferred premiums on certain marine risks. East Underw 42:1+ Mr 28 '41

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British courts refuse refund of instalments and part payments in case of frustration of charter party and impossibility of performance. Weekly Underw 145:275 Ag 9 '41
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East and Far East rates cut despite fears of insurers. Nat Underw 45:36 F 13 '41
Japanese vessels barred from scheduled war rates. East Underw 42:27 My 2 '41
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Mediterranean war risk rates are cut. Ins Field (Fire ed) 69:10 D 26 '40
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No rate increase from convoy losses; believe German claims exaggerated. Nat Underw 44:5 N 14 '40
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Carrier not liable for consequential damage. Weekly Underw 145:23 Jl 5 '41

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Parking lot employe held not to be attendant of truck with cargo. East Underw 42:34 My 9 '41

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Board of directors votes mutualization of Union Central. Nat Underw (Life ed) 45:1+ Ag 1 '41; East Underw 42:1 Ag 1 '41

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Formula is adopted by accountants at Baltimore meeting. Nat Underw 45:27+ O 23 '41

Social security data aid auditors. Nat Underw 45:13 Jl 17 '41

Adjustment of claims

Another murder issue decided in Minnesota. Weekly Underw 145:920 O 18 '41

Arbitration of medical bills; abstracts. H. D. Sayer. East Underw 41:41 D 20 '40; Nat Underw 44:21 D 5 '40; Weekly Underw 143:1335 D 7 '40

Borderline injuries under compensation laws. C. W. Heyl. Nat Underw 44:22 N 14 '40

Cancer compensable; accident held cause of disease. East Underw 41:34 N 15 '40

Compensation payments for loss of foot cannot be credited against subsequent award for loss of leg. Weekly Underw 143:1473 D 21 '40

Employer held not subrogated to rights of injured employee against third party causing injury in West Virginia. Weekly Underw 144:118 Ja 4 '41

Farmer injured while returning home with team from work on neighboring farm held not covered by compensation act. Weekly Underw 144:1321 My 31 '41

Lacking proof of motive, injury to watchman by unknown assailant held not compensable. Weekly Underw 143:1290 N 30 '40

Payment of compensation accruing after employee's death. Monthly Labor R 53:141 Jl '41

Sub-contractor's compensation insurer cannot recover for principal contractor's negligent injury of assured's employee. Weekly Underw 144:382 F 8 '41

Agents

State fund; assails Colorado setup. W. H. Snider. Nat Underw 45:25 O 9 '41

Commissions

New compensation scale in N.Y. Nat Underw 45:15 Jl 3 '41

Producers agree on 3-point graded expense program. Nat Underw 45:21+ Je 26 '41

Finance

Development of compensation incurred losses, 1936-1939; tabulation. Spectator (Property ed) 6:26 Je 26 '41

Experience on workmen's compensation, 1940; country-wide and New York state; tabulation. Weekly Underw 145:124-5 Jl 19 '41; Nat Underw 45:20 Jl 10 '41

New York results, 1940 and country-wide results, 1931-1940. East Underw 42:32-3 Jl 11 '41

Schedule P results; loss experience by companies, 1935-1940; tabulation. Nat Underw 45:31 Mr 6 '41

Stock compensation results in 1940, from Argus chart. Nat Underw 45:27 Mr 27 '41

Industrial diseases

Michigan Senate passes wide open occupational disease measure. Nat Underw 45:29 My 1 '41

Report to National association of insurance commissioners. C. W. Hobbs. East Underw 41:100+ D 6 '40

Sharp upward trend in occupational disease awards. T. C. Waters. East Underw 42:33+ Ap 18 '41

Participating policies

Indiana approves participating plan. Nat Underw 45:24+ Ap 10 '41

Payment of benefits

Review of lump sum award is denied; Illinois Supreme court makes important law point. Nat Underw 45:22 F 20 '41

Would abolish lump sum settlements. L. W. Morris. East Underw 42:37+ O 3 '41

Policies

Insuring clauses of standard workmen's compensation & employers' liability policy as respects personal injuries. Spectator (Property ed) 6:27 Ja 9 '41

Policy dividends

California restaurateurs in insurance fight. Nat Underw 45:23+ O 16 '41

O.K. Am. Motorists N.Y. compensation dividend plan. Nat Underw 45:26 Mr 13 '41

INSURANCE, Workmen's compensation—*Cont.*

Rates

Base rates on compensation insurance for construction, April 1, 1941; tabulated by kinds of work and by states. Eng N 126:680 Ap 24 '41

Basic rates in Illinois reduced average of 5.5%. Nat Underw 45:26 O 9 '41

Bay State rate level reduced 26% in five years. Nat Underw 45:18 Ja 2 '41

Commissioner Larson approves Florida rates. Weekly Underw 144:1511 Je 28 '41

Company charges Minn. compensation rate fraud. Ins Field (Fire ed) 69:27 N 28 '40

Defense projects; ruling by Kentucky on question of separate classification. Weekly Underw 144:945 Ap 19 '41

Effect of war on compensation rates. C. W. Hobbs. East Underw 42:39+ Je 13 '41

Experience rating of risks organized for religious purposes on new and renewal business effective in New York. East Underw 42:34 O 31 '41

Fine 15 companies for compensation violations in N.Y. Nat Underw 45:21+ O 16 '41; East Underw 42:44 O 17 '41

Get rate deviations on government jobs; Virginia commission approves 20% off. East Underw 42:37+ F 28 '41

Graded cost rating on compensation to start in New York. Nat Underw 45:21 Je 12 '41

Graded expense plan features N.Y. revision. East Underw 42:31 My 30 '41

Industry makes its own insurance rates. H. D. Sayer. Nat Safety N 43:27+ Je '41; Excerpts. East Underw 42:32 My 2 '41

Many states approve defense risk rate. East Underw 42:36-7 Ap 4 '41

Minnesota opinion favors War dept. rating plan. East Underw 42:24 Ag 1 '41

National council approves lower rates in Arkansas. Nat Underw 45:24 F 20 '41

New law makes Indiana open state for workmen's compensation. Nat Underw 45:17 Mr 20 '41

Ohio state fund lowers its compensation rates. East Underw 42:26-7 Ag 22 '41

Rate structure revision in New Jersey law. Ins Field (Fire ed) 70:16 My 1 '41

Rebates aired, casualty insurance reforms foreshadowed by findings in New York state investigation of workmen's compensation. Business Week p76 O 25 '41

16 states approve defense class setup. Nat Underw 45:31 Ap 10 '41; East Underw 42:35 Ap 18 '41

Stock companies move to break grip of mutuals. Nat Underw 45:23+ F 27 '41

Text of endorsement for new army contract plan. Nat Underw 45:32 My 15 '41

There'll be some changes made; casualty business is gearing itself effectively to meet mutual competition; abstracts. J. W. Randall. Ins Field (Fire ed) 70:28-32 Mr 6 '41; East Underw 42:45+ Mr 7 '41; Nat Underw 45:29+ Mr 6 '41

War department plan may usher in new competitive era. C. W. Hobbs. Nat Underw 45:21+ Je 12 '41

Wisconsin rates reduced 3%; multi-split plan adopted. Nat Underw 44:27 D 19 '40

Retrospective plan

New experience rate plan; progress with retrospective rating method; abstracts. W. F. Roeber. East Underw 41:99+ D 6 '40; Nat Underw 44:21 D 12 '40

New Mexico dept. advised by Attorney General on retrospective rating. Weekly Underw 145:572 S 20 '41

Retrospective plan praised. J. H. Eglof. Nat Underw 45:24 Mr 20 '41

Retrospective rate factors revised in New York. Nat Underw 45:24 Jl 10 '41

Risks

Extend facilities outside U.S.; reinsurance group talks pool for war risks. Nat Underw 45:21 F 13 '41

Statistics

Actual loss ratios with probable ultimate-cost ratios, 1938-1939; by companies. Spectator (Property ed) 6:8 Ja 9 '41

Arkansas

Arkansas adopts private carrier statute; rejects state fund. Nat Underw 44:26 N 14 '40; East Underw 41:33 N 29 '40

California

1941 compensation manual approved by Caminetti. Ins Field (Fire ed) 69:29 D 5 '40

Salesmanship needed to fight state fund. G. C. Macdonald. Ins Field (Fire ed) 70:11+ Ja 2 '41

Connecticut

Urge Connecticut law liberalization. Weekly Underw 144:148 Ja 11 '41

Great Britain

Workmen's compensation rebate. Economist 141:330 S 13 '41

Indiana

Indiana legislature, governor create compensation mess. Nat Underw 44:26+ My 8 '41

Massachusetts

Legislators oppose Massachusetts fund. Nat Underw 45:19 Je 5 '41

Massachusetts court upholds fund referendum. East Underw 42:31 My 30 '41

New compensation bill is debated. Nat Underw 45:17 Je 19 '41

Michigan

Michigan changes recommended. J. F. Shepherd. Nat Underw 44:17 D 26 '40

Minnesota

Company charges Minn. compensation rate fraud. Ins Field (Fire ed) 69:27 N 28 '40

Court discusses "arising out of" and "in course of." Weekly Underw 144:780 Mr 29 '41

New Hampshire

New loss constant ruling; Commissioner Rouillard adds paragraph to compensation endorsement. East Underw 42:27 Jl 18 '41

New Jersey

Compensation premium trends and policy coverage in N.J. A. R. Lawrence. East Underw 42:29-30 Mr 21 '41

New York (state)

Data on new N.Y. compensation amendments. H. D. Sayer. East Underw 42:33 My 30 '41

Doctor is the pulse of workmen's compensation carriers' success. C. A. Togut. East Underw 42:34+ F 14 '41

New York insistence on compensation for jockeys may cripple tracks. Nat Underw 45:18 Ap 17 '41; Weekly Underw 144:873+ Ap 12 '41

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Supt. Jamison defers decision on Austin & co. plea; involves rating rule no. 4. East Underw 41:34 N 15 '40

Supt. Pink tells what compensation investigation will accomplish. Weekly Underw 144:716 Mr 22 '41

Pennsylvania

Pennsylvania's compensation report. M. H. Taggart. East Underw 42:42 My 9 '41

Tennessee

Tennessee compensation act changes announced. Ins Field (Fire ed) 70:24 Mr 6 '41; Nat Underw 45:30 F 27 '41

INSURANCE, Yacht. See Insurance, Motor boat

INSURANCE actuaries

Actuarial bureau ruled exempt from licensing. Ins Field (Fire ed) 70:9 F 13 '41

INSURANCE actuaries—*Continued*

Insurance laboratory research brings greater security to millions of employes. W. J. Barrett. East Underw 42:54+ pt 2 O 3 '41

INSURANCE adjusters, National association of independent. See National association of independent insurance adjusters

INSURANCE advertising conference

Annual convention, 18th, Hershey, Pa. Sept. 7-9. Spectator (Property ed) 7:16-17+ S 18 '41; East Underw 42:1+ S 12 '41; Ins Field (Fire ed) 70:10+ S 11 '41; Nat Underw 45:3+ S 11 '41; Weekly Underw 145:528+ S 13 '41

Mid-year meeting, New York, Dec. 5. East Underw 41:36+ D 13 '40

Spring meeting, New York. Weekly Underw 144:1156-7 My 17 '41; Spectator (Property ed) 6:27+ My 29 '41

INSURANCE advisers

Clinical review division, Insurance research foundation. Nat Underw 44:18 D 5 '40; Same. Nat Underw (Life ed) 44:16 D 6 '40

Comments on cost-plus-fixed-fee. W. H. Bennett. Weekly Underw 144:1209 My 24 '41

Commissioner Gontrum condemns counsellors' tactics. Nat Underw (Life ed) 45:2 F 28 '41

CIO goes after Morris Siegel. Nat Underw (Life ed) 45:6 Jl 18 '41

Counselors restricted under California law. Weekly Underw 145:264 Ag 9 '41

Do policyholders want free advice? R. Sanborn. Ins Field (Life ed) 70:17 S 26 '41

Fee counsellors' day now seems to be declining. Nat Underw (Life ed) 45:2 S 5 '41

Morris Siegel gets profile treatment in New Yorker magazine. Nat Underw (Life ed) 45:2+ Jl 4 '41

Nebraska retaliates against counsellors. East Underw 42:10 Ag 8 '41

New and unique angle for insurance analysts not to pursue! investigation by Better business bureau of Consumers research foundation. R. L. Barbour. Ins Field (Life ed) 70:6 O 17 '41

New angles under army and navy cost plus insurance plans. Nat Underw 45:10 S 18 '41

N.Y. starts fee counsellor probe with no. 2 outfit. Nat Underw (Life ed) 45:6 Ag 8 '41

Pink says 50% of public counselors are not licensed; reports on operation and fees in annual report. East Underw 42:1+ Mr 21 '41

Pink would clip counsellors' wings. Nat Underw (Life ed) 45:3 F 14 '41

Siegel now sells by-product; his list. Nat Underw (Life ed) 45:6 F 7 '41

War dept. said to insist on better qualified advisers. Nat Underw 45:3 O 2 '41

Advertising

Changes in technique of broadcasting by insurance counsellors. il East Underw 42:91+ pt 2 O 3 '41

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Advises selling three year protection. H. E. Taylor. East Underw 42:28 Je 27 '41

Agent's place in national defense. W. C. Meek. East Underw 42:26 Ap 25 '41

Agents ready for emergency. W. H. Bennett. East Underw 42:22+ Mr 21 '41

Business Development Office activity. M. W. Mays. Weekly Underw 144:29+ Ja 4 '41

Business Development Office finds need for better selling. M. W. Mays. Nat Underw 45:3+ Ap 10 '41

B.D.O. panel discusses five elements of a sale. Nat Underw 45:19+ O 2 '41

Company tells agents how to fail successfully. Nat Underw 45:37 O 9 '41

Cost accounting plan is studied. L. S. Broaddus. Nat Underw (Life ed) 45:8 O 31 '41

Duties and obligations of an agent. G. H. Jamison. Weekly Underw 144:1522-5 Je 28 '41

Efficiency for '41 agents' clarion; reviews high spots of past year. P. H. Midyette. Weekly Underw 144:28+ Ja 4 '41

General agent's part in B.D.O. work. M. W. Mays. Ins Field (Fire ed) 70:15 Jl 24 '41

H. R. French jailed in Tacoma bridge line scandal. Nat Underw 44:13 D 5 '40; Nat Underw 44:14 D 12 '40

How good a salesman are you? W. W. Morse. Ins Field (Fire ed) 70:24-5 Ap 17 '41; Same. Ins Field (Life ed) 70:14-15 Ap 18 '41

How to make the unprofitable account profitable. H. W. Semmelmeyer. Ins Field (Fire ed) 70:20-1+ My 1 '41

How to prepare a survey. D. P. Ely. Nat Underw 45:33 F 20 '41

Ideas for producers offered at School of insurance salesmanship at New York convention. East Underw 42:17+ My 16 '41

If I were a local agent; general agent puts himself in local agent's shoes. H. T. Holland. Ins Field (Fire ed) 70:20-1+ Je 19 '41

Insurance men on draft boards. J. S. Daniel. East Underw 42:3+ Ja 3 '41

Leading problems of producers. R. W. Forshay. East Underw 42:26 Jl 11 '41

Meeting non-stock competition; middleman in insurance. A. D. Cronin. Ins Field (Fire ed) 69:24-5 D 5 '40

More constructive selling needed to meet problems of competition. J. T. Breckon. East Underw 42:26 My 9 '41

New Jersey pledge campaign abandoned; will push Bergen County plan. E. N. Eager. East Underw 42:21+ O 3 '41

New method to achieve agency reform taken in N.J. G. A. Watson. Nat Underw 45:3+ O 2 '41

On guard; speech before Louisiana association of insurance agents; abstracts. R. W. Forshay. East Underw 42:24 Mr 28 '41; Weekly Underw 144:753+ Mr 29 '41

Pattern for production; forum presentation by the Business development office. Weekly Underw 144:1001-2 Ap 26 '41

Pattern for production program; stop watching your business. Ins Field (Kansas City Conv Daily ed) 70:1+ O 14 '41; East Underw 42:22-3+ O 17 '41; Nat Underw 45:44+ O 16 '41; Weekly Underw 145:864+ O 18 '41

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Present day sales needs. H. P. Dunham. Weekly Underw 144:1167 My 17 '41

Producer must be keyed to tempo of modern insurance practices. J. F. Helmus. East Underw 42:30 Ag 22 '41

Provocative questions on production methods. J. T. Breckon. Nat Underw 45:41 O 2 '41

Qualities needed to be successful and outstanding in underwriting. J. S. Turn. East Underw 42:26 Ag 15 '41

Report of the administration to N.A.I.A. P. H. Midyette. Ins Field (Kansas City Conv Daily ed) 70:1+ O 14 '41; Same abr. East Underw 42:20 O 17 '41

Root of our trouble. W. Potter. Ins Field (Fire ed) 70:24-5+ O 30 '41

Sales philosophy finds expression in agency stimulation. S. Welton. East Underw 42:38 S 5 '41

Say it in English; technical phrases, unfamiliar to the layman prospect, lose many sales. S. F. Withe. Ins Field (Fire ed) 70:24-5 Ap 24 '41; Abstract. East Underw 42:46 Ap 25 '41

Sell personal insurance now. H. E. Taylor. Ins Field (Fire ed) 70:20-1 Jl 10 '41

Selling from the heart. C. T. Hubbard. Ins Field (Fire ed) 70:20-1 Je 5 '41

Selling fundamentals. F. W. Potter. Weekly Underw 145:868+ O 18 '41

Small business, pools, and life production occupy large agencies. Nat Underw 45:35 O 23 '41

Some basic problems that producers must recognize; abstracts. H. W. Semmelmeyer. Nat Underw 45:31-2 Ag 14 '41; Ins Field (Fire ed) 70:22-3+ O 2 '41

Successful salesman tells what succeeds. C. C. Day. Weekly Underw 145:876+ O 18 '41

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Unity in meeting problems; let's look ahead. H. C. Conick. East Underw 42:39+ S 19 '41
Way to cushion depression. E. C. Stone. East Underw 42:30+ O 31 '41
Wins over N.Y. brokers in first talk. R. A. Duffus. East Underw 42:29 Ja 17 '41

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Insurance associations
Insurance brokers
also subdivision Agents under various forms of insurance, e.g. Insurance, Automobile—Agents
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Accounting

Simplified bookkeeping system gives agent more time for selling. East Underw 42:30 Ja 24 '41

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Direct mail circularizing. F. G. Packwood. Ins Field (Fire ed) 70:16-17 Jl 3 '41; Abstract. Nat Underw 45:29-30 S 4 '41
Ingenious use of publicity builds good-will for agent; Al Blumberg's methods. Nat Underw 45:31 Jl 10 '41
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Our insurance writing policy. T. C. Jones. Ins Field (Fire ed) 69:21 D 26 '40

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Insurance agency management. B. D. Cole. 220p $2.50 Rough notes co, 222 E. Ohio st, Indianapolis '40; Review. East Underw 41:21 D 27 '40
Library of insurance information held valuable to every producer. B. D. Cole. East Underw 42:44 S 19 '41
Making a local agency pay. M. E. Stevens. Ins Field (Fire ed) 70:22 S 11 '41
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Premium loss prevention; Knox, Lent & Stevens agency, White Plains, N.Y. M. M. Lent. Ins Field (Fire ed) 70:22-3 S 18 '41
Profitable agency practice; how to analyze your production efforts and make your time more valuable. R. D. Hodson. Ins Field (Fire ed) 70:22 Jl 17 '41
Streamlined agency operations increase net income of producers. W. B. Glassick. East Underw 42:18 Ap 25 '41
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Agency system value defended. F. T. Priest. Weekly Underw 145:876+ O 18 '41
Companies are responsible for the agency situation; abstracts. L. J. Kavanaugh. Ins Field (Life ed) 70:8+ Je 13 '41; East Underw 42:32 Je 13 '41; Weekly Underw 144:1418+ Je 14 '41
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General agents' days are numbered! B. McGehean. Ins Field (Fire ed) 70:21 Ag 21 '41

Collecting of premiums

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Commissions

California agent confused by commissions order. G. C. Macdonald. Ins Field (Fire ed) 70:7+ Ag 7 '41
Canadian agents would defer commission reduction. East Underw 42:26 Ag 29 '41
Companies and producers talk graded comsions. East Underw 42:28-9 Je 20 '41
Graded costs are simplest answer to the mutual menace; abstracts. E. J. Bond, jr. Nat Underw 45:21+ S 18 '41; East Underw 42:33 S 12 '41
Graded expense topic in 1941. Nat Underw 44:19 D 19 '40
Insurance for profit; answering the cost objection of stock insurance. J. Stuckey. Ins Field (Fire ed) 70:24 O 23 '41
Local agents give views on gradation of expense. Nat Underw 45:21+ Je 12 '41
Rules on rebates; Commissioner Caminetti issues notice law will be enforced. Weekly Underw 145:112 Jl 19 '41
Suggests classifying agents; abstracts. P. H. Midyette. East Underw 42:21 My 9 '41; Nat Underw 45:3 My 8 '41
Tells W.U.A. agency compensation is big issue. C. H. Smith. Nat Underw 45:1 S 18 '41
Texas commission bill advances. Nat Underw 45:11 Mr 20 '41
Threat to normal business in big line formula. W. Fetzer. Nat Underw 45:13+ Jl 17 '41
West Virginia agents oppose graduated commissions. Nat Underw 45:3+ Ja 9 '41
Western underwriters association action on survey agency plan with differential. Nat Underw 45:3 S 18 '41

Company relations

Asks smooth sailing with strong oars. P. J. Berry. Weekly Underw 144:1097+ My 10 '41
Company support of agents; agents comment on remarks of N.A.I.A. president P. H. Midyette. Ins Field (Fire ed) 70:5-6 Jl 10 '41
Critical of company actions; abstracts. P. H. Midyette. Weekly Underw 144:1509+ Je 28 '41; East Underw 42:33 Je 27 '41
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Agent's rights to expirations upheld by Vermont Supreme court. East Underw 42:18 Ag 22 '41
Johnston & Harder get $35,000 judgment against Massachusetts Bonding. Ins Field (Fire ed) 70:10-11 Jl 24 '41; Nat Underw 45:13 Jl 24 '41
Quiz Massachusetts Bonding on expirations; court O.K.'s Hoey agency examination of company's men on issue. Nat Underw 45:25 Ap 24 '41
Renewal though unsolicited held violation of former agent's right to expirations. Weekly Underw 144:1033 Ap 26 '41

Conventions

Alabama association of insurance agents 45th annual convention, Birmingham, May 9. Weekly Underw 144:1165+ My 17 '41; Nat Underw 45:6+ My 15 '41
Arkansas association of insurance agents annual convention, Hot Springs. Nat Underw 45:3+ My 22 '41
Florida association of insurance agents 37th annual meeting, Jacksonville, June 19-20. Weekly Underw 144:1510+ Je 28 '41
Georgia association of insurance agents 1st mid-year meeting, Macon. Nat Underw 44:8 D 19 '40; Weekly Underw 143:1438 D 21 '40
Georgia association of insurance agents 44th annual convention, Valdosta, May 21-23. Ins Field (Fire ed) 70:13-14 My 22; 13+ My 29 '41; Nat Underw 45:2 My 29 '41; Weekly Underw 144:1250+ My 31 '41
Louisiana association of insurance agents 22d annual convention, Monroe. Ins Field (Fire ed) 70:10+ Ap 3 '41; Nat Underw 45:3+ Ap 3 '41
Minnesota association of insurance agents mid-year meeting. Nat Underw 45:2B+ Mr 13 '41
Mississippi association of insurance agents 43d annual meeting, Edgewater Park, May 22-24. Ins Field (Fire ed) 70:12-13 My 29 '41; Nat Underw 45:3+ My 29 '41
Nebraska association of insurance agents annual meeting, Omaha. Nat Underw 45:5+ My 8 '41
New England associations of insurance agents 20th annual convention, Groton, Conn. East Underw 42:21+ Je 27 '41; Nat Underw 45:3-4 Jl 3 '41; Weekly Underw 144:1509+ Je 28 '41

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New Jersey association of insurance agents, mid-year convention, Asbury Park. East Underw 42:18+ Mr 21 '41; Nat Underw 45:5+ Mr 20 '41; Weekly Underw 144:689+ Mr 22 '41

New York state association of local agents 59th annual convention, Syracuse, May 12-14. Ins Field (Fire ed) 70:11+ My 15 '41; East Underw 42:17-18+ My 16 '41; Nat Underw 45:3+, 6 My 15 '41; Spectator (Property ed) 6:34 My 15 '41; Weekly Underw 144:1154-5+ My 17 '41

North Carolina association of insurance agents 44th annual convention, Pinehurst, May 5-6. Weekly Underw 144:1159+ My 17 '41; Nat Underw 45:5+ My 8 '41

Oklahoma association of insurance agents annual convention, Oklahoma City. Nat Underw 45:3+ My 22 '41

Oklahoma association of insurors mid-year convention, Tulsa. Nat Underw 44:4+ N 14 '40

Rhode Island association of insurance agents semi-annual meeting. Nat Underw 45:12 Mr 27 '41

South Carolina association of insurance agents annual convention, Greenville. Nat Underw 45:5 Je 5; 8 Je 12 '41

South Dakota association of insurance agents annual convention, Sioux Falls. Nat Underw 45:4 My 29; 3+ Je 5 '41

Suburban New York association of local agents annual meeting, Forest Hills, N.Y. East Underw 42:20 My 2 '41

Texas association of insurance agents 44th annual convention, Dallas, May 14-16. Ins Field (Fire ed) 70:11+ My 22 '41; Nat Underw 45:18+ My 22 '41

Virginia association of insurance agents 43d annual convention, Roanoke, May 22-24. Ins Field (Fire ed) 70:14-15 My 29 '41; East Underw 42:24 My 30 '41; Nat Underw 45:3+ My 29 '41

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National association of insurance agents

Law

Agent held independent contractor in N.Y. case. Ins Field (Life ed) 70:8 O 31 '41

Agents not under N.Y. unemployment insurance law. East Underw 42:5 O 31 '41

Auto mutual attacks Ohio superintendent's power to deny licenses. Ins Field (Fire ed) 69:16 N 28 '40

Bill to bar corporations as agencies in Massachusetts is approved. Nat Underw 45:20B Mr 20 '41

California agent confused by commissions order. G. C. Macdonald. Ins Field (Fire ed) 70:7+ Ag 7 '41

California commissioner rules on unlicensed agents. East Underw 42:32 O 3 '41

Counter-signature laws upheld by Supreme court in 1940; model bill advanced. Ins Field (Fire ed) 70:14+ Ja 2 '41

Duties and responsibilities of life, accident and health agents. G. H. Jamison. Weekly Underw 145:140-3 Jl 19 '41

Fictitious policies; digest of recent case J. L. Roesch. Spectator (Property ed) 6:26-7 N 28 '40

Florida legislature passes new qualification bill. East Underw 42:22 My 23 '41

Florida license bill is signed by Governor Holland. Nat Underw (Life ed) 45:22 My 23 '41

Funds held in trust by insurance agent. Nat Underw 45:14 Ag 14 '41

How Canada's unemployment act will affect agents. W. M. Anderson. East Underw 42:8 Je 6 '41

Indiana seeks to put an end to unlicensed sales. Nat Underw 45:17+ My 15 '41

Insurance trade void, court holds; denies recovery on policy given by agent in exchange for services. Nat Underw 45:5 Ja 9 '41; Nat Underw (Life ed) 45:6 Ja 10 '41; Weekly Underw 144:554 Mr 1 '41; East Underw 42:21 Ag 29 '41

Jersey decision not final; Provident mutual life action against unemployment compensation commission. Nat Underw (Life ed) 45:10 My 2 '41

Licensing of auto dealers condemned in Michigan. Nat Underw 45:7 O 2 '41

Licensing of soliciting agents in the District of Columbia. A. F. Jordan. Weekly Underw 143:1305 D 7 '40

Michigan assn. gives qualification plan. East Underw 42:13 Jl 18 '41

Missouri agents in hot temper over company action on license bill. W. A. Scanlon. Nat Underw 45:4+ O 16 '41

Nebraska ruling on dealer licenses. Nat Underw 45:39 Je 12 '41

New Jersey agents support bill requiring licensing of domestic company agents. East Underw 42:18 Mr 21 '41

New volume on countersignature, commission laws. Nat Underw 45:6 Ja 2 '41

New York department is out for rebaters. East Underw 42:30 O 24 '41

Organization of insurance agents; digest of recent cases. J. L. Roesch. Spectator (Property ed) 7:20-1 S 4 '41

Pennsylvania drops pre-training rule; new agents' license rules adopted. Nat Underw 44:7 D 19 '40

Pennsylvania has new agents' license requirements. East Underw 41:19 D 20 '40

Personal liability of agents; digest of recent cases. J. L. Roesch. Spectator (Property ed) 6:30-1 My 15 '41

Propose revision of Illinois agents' license measure. Nat Underw 45:4 Ja 23 '41

Proposed agents qualification bill containing teeth explained at Des Moines. Nat Underw 45:3+ Ja 30 '41

Proposed uniform counter-signature law offered to commissioners; text. Ins Field (Fire ed) 69:7+ D 12 '40

Qualification law urged by Missouri head. B. U. Sparlin. Ins Field (Kansas City Conv Daily ed) 70:3+ O 15 '41

Rule on expirations by state court; lists not subject to soliciting. Nat Underw 45:2 Jl 3 '41

Rules on rebates; Commissioner Caminetti issues notice law will be enforced. Weekly Underw 145:112 Jl 19 '41

Seek improvement in standards; bill to qualify agents in Missouri. Weekly Underw 144:813+ Ap 5 '41

Smrha urges strengthening of Nebraska laws on agents. Nat Underw 44:31 D 19 '40

Status of agents in unemployment compensation tax. E. R. Morrison. Nat Underw (Life ed) 45:5 O 10 '41

Submit model law on countersignature to commissioners. Nat Underw 44:3 D 12 '40; East Underw 41:102 D 6 '40

Test regulation of insurance agents in Kentucky. Weekly Underw 144:1151 My 17 '41

Texas violations charged by Commissioner Hall; local agents must write their own policies. Nat Underw 44:4 D 26 '40

Writing powers of agent who also has a resident broker's license; ruling in District of Columbia. A. F. Jordan. Weekly Underw 143:1379 D 14 '40

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Offices

Fred S. James & co. in new Chicago offices. East Underw 42:26 Mr 28 '41

Good or bad impressions on clients made by appearances of offices. H. P. North. East Underw 42:18 Ap 25 '41

Part-time agents

Denounces part-timers. J. G. Emery. East Underw 41:92 D 6 '40

Michigan questionnaire on part-time appointments. Nat Underw 44:35 N 21 '40

Pennsylvania has new agents' license requirements; part-time applicant rules. East Underw 41:19 D 20 '40

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Policy execution

Countersign laws reviewed by two eastern agents. Nat Underw 45:4 Ja 30 '41

Countersignature issue flares up in three sectors. Nat Underw 45:5+ O 23 '41

Counter-signature laws upheld by Supreme court in 1940; model bill advanced. Ins Field (Fire ed) 70:14+ Ja 2 '41

Countersignature provisions in District of Columbia and California are amplified. Nat Underw 45:18 Mr 6 '41

5% countersigning law is now in effect in Montana. Nat Underw 45:6 Mr 6 '41

Intrastate issue on countersignature yet to be settled. W. H. Bennett. Nat Underw 44:7 D 12 '40

Louisiana countersignature law test case dismissed. Nat Underw 44:22 N 21 '40

Most companies abide by countersignature pact; abstracts. G. W. Haerle. East Underw 42:34 S 26 '41; Nat Underw 45:23 S 25 '41

NAIA reaches agreement with Association of casualty and surety executives on countersignature of policies. East Underw 41:99+ D 6 '40; Nat Underw 44:17+ D 5 '40; Weekly Underw 143:1332 D 7 '40

New volume on countersignature, commission laws. Nat Underw 45:6 Ja 2 '41

Proposed uniform counter-signature law offered to commissioners; text. Ins Field (Fire ed) 69:7+ D 12 '40

Submit model law on countersignature to commissioners. Nat Underw 44:3 D 12 '40; East Underw 41:102 D 6 '40

Prospects

Policies on real estate important. L. E. Falls. Nat Underw 44:11 D 5 '40

Public relations

ABC's of agency public relations can spell more premiums for agents. S. F. Withe. East Underw 42:30 Ag 29 '41

Inside story of insurance is one that every agent should tell the public. C. T. Hubbard. Ins Field (Fire ed) 70:22-3 Ja 9 '41

New interpretation and new angles. G. C. Macdonald. Ins Field (Fire ed) 70:8+ O 9 '41

Program for public relations. P. H. Midyette. East Underw 42:30 S 12 '41

Take a good letter, Miss Jones; what you say and what it looks like important. R. W. Bugli. Ins Field (Fire ed) 69:22-3 N 21 '40

Records

Agency office system. H. Dixon. Ins Field (Fire ed) 70:26 Ap 10 '41

System for recording policies which one local agent finds helpful. W. H. Barrett. Ins Field (Fire ed) 69:24 N 28 '40

Rural agents

Consistent progress reported in solving rural agents' problems. A. H. Case. East Underw 42:32 O 17 '41

See also

Insurance, Fire—Farm policies

Selection

Agency-building in A. & H. line. W. M. Ivey. East Underw 41:107+ D 6 '40

New agents easy to obtain. J. H. White. East Underw 42:26 Ja 17 '41; Same. Ins Field (Fire ed) 70:26 Ja 30 '41; Same. Weekly Underw 144:757 Mr 29 '41; Reply. East Underw 42:25 Ja 31 '41

Planned organization rewarding to agents. T. G. Redden. Weekly Underw 145:698-9 O 4 '41

Service

Agent service in action; business in Garden City, Kan. S. E. Zirkle. Ins Field (Fire ed) 70:19 Ag 7 '41

Agent service in action; extra-curricular activities of San Antonio agency. L. C. Berry. Ins Field (Fire ed) 70:17 Ag 14 '41

Buyer tells agents what assured expects of them. W. S. Brown. Nat Underw 45:29 My 29 '41

Experience with the survey. H. E. Reynolds. Ins Field (Fire ed) 70:22-3 Mr 27 '41

Illustrating agent service. E. H. Browne, jr. Ins Field (Fire ed) 70:24 Jl 17 '41

Keep your assureds informed as to what coverage they have. A. G. Rose. Ins Field (Fire ed) 70:24 Je 26 '41

Premium loss prevention; Knox, Lent & Stevens agency, White Plains, N.Y. M. M. Lent. Ins Field (Fire ed) 70:22-3 S 18 '41

Survey affords dignified way to solicit and handle accounts. A. W. Douthat. East Underw 42:36 My 30 '41

Survey selling effective but approach has changed. R. G. Hammond. Nat Underw 45:21 Jl 17 '41

Why not insure your property directly? prize-winning story. J. A. Barrett. Ins Field (Fire ed) 70:15 Jl 31 '41

Show windows

Tells how she constructs displays. E. Lanier. il(p8) Ins Field (Fire ed) 69:29 D 19 '40

Your agency window; local agent uses his window space to build prestige. J. G. Keirn. Ins Field (Fire ed) 70:30 Mr 6 '41

Training

Effective speech book, BDO salesmanship aid. Weekly Underw 145:453 S 6 '41; East Underw 42:22 S 5 '41

See also

Insurance—Study and teaching

Insurance, Life—Agents—Training

Unions

John Hancock and NLRB deadlocked; commerce point not settled. Nat Underw (Life ed) 44:4 N 15 '40

Metropolitan, CIO, settle dispute; all charges withdrawn. Nat Underw (Life ed) 45:1+ Ap 18 '41

National L. & A. agents strike; Craig statement. East Underw 42:4 Ag 15 '41; Same. Nat Underw (Life ed) 45:5 Ag 15 '41

Union continues activity in N.Y.; seeks recognition as bargaining agent for Metropolitan debit men. Nat Underw (Life ed) 45:4 S 19 '41

Voluntary settlement reached between Metropolitan life insurance co. and C.I.O. union. Comm & Fin Chr 152:2483 Ap 19 '41

Women agents

United States fidelity and guaranty co. women students outstanding in communities. J. S. Daniel. East Underw 42:18-19+ pt 2 My 16 '41

See also

Insurance, Life—Agents—Women agents

Insurance women

Buffalo

Buffalo housing authority risks to be divided among producers. East Underw 41:24 N 29 '40; Nat Underw 44:39 N 21 '40

Colorado

Kavanaugh to aid in war on unqualified agents. Ins Field (Fire ed) 70:14 Ja 9 '41

Denver

Denver producers now co-operate with banks. Weekly Underw 144:1201+ My 24 '41

Illinois

Illinois agents and their parent body. L. L. Herring. Weekly Underw 145:766+ O 11 '41

Massachusetts

Bill to bar corporations as agencies is approved. Nat Underw 45:20B Mr 20 '41

Michigan

Michigan checks on agency practices. Nat Underw 44:33 D 12 '40

Nebraska

Reduce Nebraska agents; 2,000 fewer licenses. Weekly Underw 145:410 Ag 30 '41

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Ohio

How Ohio debt was paid in full. P. W. Kridler. East Underw 42:27 O 24 '41

Rumor Ohio agents may reunite with national body. Nat Underw 45:3+ S 25 '41

Ontario

Agents' license fees increased in Ontario. Weekly Underw 145:448 S 6 '41

Ontario agents ask rating bureau like that in N. Y. state; convention of Ontario fire and casualty agents' association. East Underw 42:1+ O 24 '41; Nat Underw 45:3+ O 23 '41

Tennessee

Special agents of Tennessee urged to aid eliminating unfit. R. T. Cawthon. Nat Underw 45:1 Jl 17 '41

INSURANCE agents, National association of. See National association of insurance agents

INSURANCE as a profession

Pertinent suggestions to young insurance people. G. W. Funk. Nat Underw 44:8+ D 5 '40

Urge insurance be profession; university teachers pass resolution. Weekly Underw 144:5+ Ja 4 '41; East Underw 42:1+ Ja 3 '41

INSURANCE associations

Agents study work of local boards in group conferences. Nat Underw 45:6+ O 16 '41

Coextensive membership. T. G. Redden. Weekly Underw 145:11 Jl 5 '41

Council of insurance associations of St Louis formed. East Underw 42:24 Ja 3 '41

Detroit insurance club organized. Weekly Underw 143:1340 D 7 '40

Distaff executives association of Chicago. D. Wimmer. Ins Field (Life ed) 70:15-16 Je 27 '41

Independent adjusters in New York organize. East Underw 42:28 Ap 4 '41

Insurance accounting and statistical association, annual convention, Chicago. Nat Underw 45:19+ My 1 '41; Nat Underw (Life ed) 45:1+ My 2 '41

Insurance and the anti-trust laws. S. R. Feller and L. H. Hirsch, jr. East Underw 42:21+ Mr 28 '41

Insurance federation of Pennsylvania annual insurance days, Bethlehem. Nat Underw 45:3+ Je 5 '41; Nat Underw (Life ed) 45:4+ Je 6 '41

Insurance women of Wichita, organized in 1938, makes rapid progress. E. E. Gesner. Ins Field (Fire ed) 70:24-5 Mr 27 '41

John N. May, jr. heads Life agency cashiers association of the city of New York. East Underw 42:17 O 10 '41

Local board is key to success of agency system; Indiana forum. Nat Underw 45:21-2 O 30 '41

New Hampshire insurance women's league continues thriving growth in fourth year. E. E. Gesner. Ins Field (Fire ed) 70:26-7 F 13 '41

N.Y. federation launches drive for new members; 100,000 the goal. East Underw 42:41 My 9 '41

Northwest district conference of Insurance women's clubs, April 26-27. Ins Field (Fire ed) 70:26 My 1 '41

Organization of insurance agents; digest of recent cases. J. L. Roesch. Spectator (Property ed) 7:20-1 S 4 '41

Organized groups in life insurance kept pace with events in 1940. Ins Field (Life ed) 70:12-13 Ja 3 '41

Organized groups kept pace with events in past year. Ins Field (Fire ed) 70:12-13+ Ja 2 '41

Plans for St Louis council. J. J. O'Toole. East Underw 42:27 My 9 '41

Plans made to enlarge scope of Insurance federation of New York at annual convention. D. Holbrook. East Underw 42:33+ S 26 '41

Regionals' success in Minnesota. A. A. Hirman. Nat Underw 45:13 O 23 '41

Rochester reveals local board survey; answers to questionnaire by Louis Hawes. Nat Underw 45:4 S 18 '41; East Underw 42:42 S 19 '41

Secretaries, managers; spark plugs of state and local insurance associations. E. C. Gambrell. East Underw 42:25 O 17 '41

Sprinkler leakage, Explosion bodies may be merged. Nat Underw 45:7 F 6 '41

Supt. Pink and Manager Ward salute Buffalo board on centennial celebration. East Underw 42:20 O 31 '41

Why did the insurance women organize? S. Curran. Ins Field (Fire ed) 70:26 S 25 '41; Abstract. East Underw 42:48 S 19 '41

See also

Factory insurance associations

Insurance, Life—Agents—Associations

INSURANCE brokers

Appeals to Massachusetts brokers for professional level. H. E. Moore. Weekly Underw 143:1437 D 21 '40

Broker is insurer's agent for collection of premium. Nat Underw 45:36 S 4 '41

Brokers' associations plan aid to drafted men; five N.Y. groups respond. East Underw 41:20 N 15 '40

Brokers dispel talk of free use of relief. Ins Field (Fire ed) 69:26 D 19 '40

Brokers in military service; authorized employee may carry on. Weekly Underw 143:1140 N 16 '40

Brokers move to meet effects of non-stock carriers' competition. East Underw 42:26 Ja 31 '41

Brooklyn brokers' assn. officers long active in organization work. East Underw 42:22+ Ja 31 '41

California cities have reciprocal agreement. East Underw 42:29 Mr 28 '41

Duties and obligations of a broker. G. H. Jamison. Weekly Underw 145:70 Jl 12 '41

Extension of credit by brokers; digest of recent cases. J. L. Roesch. Spectator (Property ed) 7:22-3 Ag 21 '41

Fads and fancies of some brokers and agents in southern California. East Underw 41:94 D 6 '40

History of insurance brokerage. J. S. Miller. East Underw 42:22-3 Ja 10; 22+ Ja 17; 29 Ja 24 '41

New York brokers protest death sentence in exchange appointment rules. Ins Field (Fire ed) 70:30 Ja 30 '41

Plan to handle business of drafted brokers. East Underw 41:33 D 13 '40

Professional broker. W. S. French. Ins Field (Fire ed) 70:22-3+ F 13 '41

Proposed uniform counter-signature law offered to commissioners. Ins Field (Fire ed) 69:7+ D 12 '40

Some interesting personalities among insurance brokers of New York. East Underw 41:82 D 6 '40

Submit model law on countersignature to commissioners. Nat Underw 44:3 D 12 '40; East Underw 41:102 D 6 '40

Surplus line rules for Washington. Nat Underw 45:32 Je 26 '41

Washington surplus line act is being put into effect. Nat Underw 45:44 Mr 27 '41

See also National association of insurance brokers

Commissions

Broker held wrongfully deprived of commissions through assured's breach of contract to accept policies. Weekly Underw 144:1550 Je 28 '41; East Underw 42:32 Je 13 '41

Broker must return commissions on unearned premiums on cancelled policies. Weekly Underw 145:625 S 20 '41

Extend Arnold system to general agents of Northwestern National; brokers under plan. East Underw 42:1+ Jl 25 '41; Nat Underw (Life ed) 45:1+ Jl 25 '41; Spectator (Life ed) 147:8-9 Jl 31 '41; Weekly Underw 145:177+ Jl 26 '41

INSURANCE brokers—Commissions—*Continued*

Hits cuts in brokers' commissions. F. R DuBois. East Underw 41:17 N 22 '40

Who pays the broker? digest of recent cases. J. L. Roesch. Spectator (Property ed) 7:26-8 Jl 10 '41

INSURANCE brokers association of New York

Annual meeting. East Underw 42:22 Ap 25 '41

INSURANCE commissioners

A. S. Phillips rejected as Mo. superintendent. Nat Underw (Life ed) 45:4 Jl 18 '41

C. C. Fraizer appointed director in Nebraska. Weekly Underw 143:1305 D 7 '40

Commissioner Yetka due to be replaced. Weekly Underw 143:1135 N 16 '40

Edward L. Scheufler, Kansas City attorney, named Missouri superintendent. Nat Underw 45:3 S 18 '41

Herbert Graves named Arkansas supervisor; Michigan appointment goes to Eugene Berry. Weekly Underw 144:131 Ja 11 '41

Illinois appointment of P. F. Jones upsets all guesses. Nat Underw (Life ed) 45:1 Ja 17 '41

Insurance man named Minnesota supervisor. Weekly Underw 144:280 F 1 '41

Luke Kavanaugh officially named as Colorado commissioner. Nat Underw 44:2 D 26 '40

Official Maryland ruling on extent of powers. East Underw 42:25 My 23 '41

Oscar Carlson named Utah insurance commissioner. Nat Underw (Life ed) 45:7 S 26 '41

Oscar Carlson succeeds Neslen as Utah commissioner. Ins Field (Fire ed) 70:7 S 25 '41; Same. Ins Field (Life ed) 70:5 S 26 '41

Situation on commissioners in affected states; election will bring changes. Nat Underw 44:3+ N 14 '40; Nat Underw (Life ed) 44:1+ N 15 '40

Suggests companies help pay for office as permanent headquarters for commissioners. J. B. Gontrum. Nat Underw 44:5 D 26 '40; Same. Nat Underw (Life ed) 44:3 D 27 '40

See also Association of superintendents of insurance of the provinces of Canada; National association of insurance commissioners

INSURANCE commissioners, National association of. See National association of insurance commissioners

INSURANCE committee for the protection of American industrial plants

400 engineers and technical men now working on defense. East Underw 42:1+ F 28 '41

Insurance playing impressive part in defense program. C. C. Hannah. East Underw 42:21 My 9 '41

Plant protection committee now aiding many federal government departments, New York meeting. East Underw 42:19+ S 26 '41; Nat Underw 45:3+ S 25 '41

INSURANCE companies

Brief review of events occurring in 1940; official changes, new companies, etc. Weekly Underw 144:10-17, 116 Ja 4 '41

Finds mutuals and stock companies alike. L. H. Pink. East Underw 42:22 My 16 '41

Insurance concerns blacklisted in Australia and New Zealand. Weekly Underw 144:61 Ja 4 '41

Kansas City F. & M. takes steps to increase efficiency; Hartford Fire will participate more in business. Nat Underw 45:10 Ja 2 '41

Law's State chart for 1941; embracing all companies doing a general agency business in the United States, December 31, 1940. H. Law, comp. 16p pa $3 Harrison Law, Nutley, N.J. '41

Lawyers responsible for court attitude toward companies. O. Rall. Nat Underw (Life ed) 45:21 F 21 '41; Same. Nat Underw 45:20C+ Mr 20 '41

O'Mahoney's U.S. charter idea applies to insurance. Nat Underw (Life ed) 45:1 Mr 14 '41

Sees end of stock-mutual feud. L. H. Pink. Nat Underw 45:20 Je 26 '41

Virginia F. & M. gets minority stock in Excelsior of N.Y. Weekly Underw 143:1319 D 7 '40

Accounting

Income statement of a life insurance company. C. E. Mather. J Account 71:322-33 Ap '41

Advertising

Challenge to ad managers. C. B. Gage. Ins Field (Fire ed) 70:22 My 29 '41

Munich of casualty insurance. J. E. Beahn. il Ptr Ink Mo 43:5-8, 54-8 Ag '41; Abstract. Nat Underw 45:20 Ag 14 '41

Mutuals advertising through newspapers; New England association. Weekly Underw 143:1259 N 30 '40

Security of New Haven celebrates 100th anniversary with advertising campaigns. Ins Field (Fire ed) 70:24-5 Ja 16 '41

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Insurance—Advertising

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Branch offices

Coordination program of the Loyalty group; four departmental offices. East Underw 41:26 D 27 '40; Nat Underw 44:1 D 26 '40; Weekly Underw 143:1492 D 28 '40

Home of New York opens new Chicago quarters. Nat Underw 45:6 My 1 '41

Sharp differences are aired at agents' session on branch office issue. Nat Underw 45:37-8 My 1 '41

Employees

Appeasement is favored on U.S. wage and hour law. V. A. Lutnicki. Nat Underw 45:3+ Mr 27 '41; Same. Nat Underw (Life ed) 45:1+ Mr 28 '41

Bay State companies organizing employes for defense purposes. East Underw 42:1+ My 2 '41

Business Men's Assurance announces benefits and privileges available to draftees in sales force. East Underw 41:10 D 27 '40

Employment topic engages attention. Nat Underw 45:10 Ag 28 '41; Same. Nat Underw (Life ed) 45:16 Ag 29 '41

Employs college students on part-time basis; State farm insurance companies. Nat Underw 45:36 O 9 '41

Football players make good insurance men. pors East Underw 41:11-12+ D 6 '40

Insurance accepts wage and hour compliance. P. B. Fleming. Nat Underw 45:5 Ag 7 '41; Same. Nat Underw (Life ed) 45:1 Ag 8 '41

Monument Life plan to assist those called for military training. Ins Field (Life ed) 69:24-5 D 13 '40

Mutuals to comply with wage-hours. Nat Underw 45:3 Jl 31 '41

North America group companies give employes 5% extra salary. East Underw 42:18 O 24 '41

Penn retirement plan for salaried employes. East Underw 42:17 Mr 14 '41

Prudential revises its retirement plan. Ins Field (Life ed) 70:5-6 My 23 '41; East Underw 42:7 My 23 '41

Terms in two labor laws explained. F. S. Normann. Nat Underw (Life ed) 45:7 My 30 '41; Abstract. Weekly Underw 145:8+ Jl 5 '41

Two Baltimore companies are raising salaries. East Underw 42:29 O 31 '41

U.S. wage and hour law; effect of Fair labor standards act as applied to insurance business. P. B. Fleming. il Spectator (Life ed) 147:6-9+ Jl 17 '41; Same. Spectator (Property ed) 7:10-13+ Jl 24 '41; Abstract. East Underw 42:25+ Ag 8 '41

Wage-hour unit makes statement on insurance. Nat Underw 45:10+ Mr 20 '41; Nat Underw (Life ed) 45:2+ Mr 21 '41

Women are given some pointers on what the boss expects in the office. W. C. Vaughan. Ins Field (Fire ed) 70:26-7 Ja 16 '41

Examination

Commissioner McCormack to ask standards of examiners. Weekly Underw 144:1149+ My 17 '41

INSURANCE companies—Examination—*Cont.*

Examination comment at Home Life meeting. L. H. Pink. Spectator (Life ed) 146:20 Ja 30 '41

Illinois issues report on Lloyds; examination of period since 1936. Nat Underw 44:21+ N 21 '40

Failures

See Insurance companies—Receiverships

Farm problem

Govt. pays insurance cos. under agricultural program. East Underw 42:7 Ja 3 '41

Finance

Assets, premiums register big gains in 1940; figures from 1941 Argus fire chart. Nat Underw 45:2A, 12 Mr 13 '41

Barford and Van Buskirk deny any wrongdoing in case of Coal operators casualty of Pittsburgh. Nat Underw 45:20 Mr 20 '41

Boston insurance company; analysis. Spectator (Property ed) 6:42-3 Mr 6; 7:28-9 Ag 7 '41

Commissioner Caminetti reports on 1940 premiums and losses in California. Nat Underw 45:24 Jl 3 '41

Comparative financial and operating results of casualty, surety and miscellaneous companies for first six months ending June 30, 1941 and 1940; tabulation. Spectator (Property ed) 7:23 Ag 7; 12 S 4; 15 O 2 '41

Excess insurance company of America; company analysis. Spectator (Property ed) 6:32-3+ Ap 3 '41

First half of 1941 operating results of fire and casualty companies. Comm & Fin Chr 154:598 O 16 '41

London guarantee and accident company; company analysis. Spectator (Property ed) 6:30-1 N 28 '40

Premiums and losses by classes, 1940 experience; tabulation. Weekly Underw 144: 512-13, 580-1, 638-9, 698-703, 718, 761, 784-6, 896-7 Mr 1-29, Ap 12 '41

Property insurance profits and losses during 1940. Spectator (Property ed) 7:10-13 Jl 10 '41

Public offering of De Soto stock. Nat Underw 45:14 My 1 '41

Stock company premiums and losses 1940; Argus fire chart. Nat Underw 45:5-6, 8 Mr 13 '41

Total premiums and losses all classes, 1940 experience; tabulation. Weekly Underw 144: 759-60, 787 Mr 29 '41

Underwriting and investment profits and losses of 100 casualty, surety and miscellaneous companies, 1931-1940. Spectator (Property ed) 7:10-11 Ag 21 '41

United Pacific insurance company analysis. Spectator (Property ed) 7:32-3 O 16 '41

Foreign branches

British company operations not affected by RFC loan to Britain. East Underw 42:20+ Jl 25 '41; Nat Underw 45:1+ Jl 24 '41; Weekly Underw 145:157+ Jl 26 '41

Collateral pledge of British-owned companies clears the air; list of firms. Spectator (Property ed) 7:8+ Ag 7 '41

Comment by F. L. Brokaw & co. on British RFC loan. Weekly Underw 145:158 Jl 26 '41

Effect of latest freezing order hits two Jap units. Nat Underw 45:1+ Jl 31 '41; Ins Field (Fire ed) 70:8-9 Jl 31 '41

Enviable record of United States branches of alien insurance companies. L. H. Pink. Comm & Fin Chr 152:1518 Mr 8 '41

Fester, Fothergill & Hartung do a good job as United States managers of some foreign companies. Spectator (Property ed) 6:36 Ap 3 '41

Financial statements of U.S. branches of foreign companies; abstracts. R. P. Stockham. East Underw 42:19+ F 7 '41; Nat Underw 45:5+ F 6 '41

Foreign companies' U.S. branches sound; Supt. Pink's report to legislature. Nat Underw 45:6+ Mr 6 '41; East Underw 42: 1+ Mr 7 '41; Weekly Underw 144:569+ Mr 8 '41

General of Trieste assets frozen here. Weekly Underw 144:1465 Je 21 '41

Great record of foreign branches. Spectator (Property ed) 6:10 Mr 6 '41

Ignore human values in British units; assets of the U.S. branches of British insurers. Nat Underw 45:18 F 6 '41

Impact of war on insurance. J. C. Blackall. Nat Underw 45:5+ O 9 '41

New freezing order affects insurers. Nat Underw 45:4 Je 19 '41

New York insurance commissioner tells of alien companies. Credit & Fin Management 43:23+ Ap '41

Rights of policy holders not affected adversely by loan agreement between British government and RFC; abstracts. L. H. Pink. Comm & Fin Chr 153:632-3 Ag 2 '41; East Underw 42:1+ Ag 1 '41

Status of alien underwriters. Management R 30:379-80+ O '41

Superintendent Pink will liquidate General of Trieste. Weekly Underw 42:23 Ag 1 '41

Swiss insurer forms U.S. unit to be held in reserve for emergency; similar action elsewhere. Nat Underw 45:25 My 22 '41

Trusteed assets of United States branches of foreign fire and casualty insurance companies as of Dec. 31, 1940. Spectator (Property ed) 6:36 Je 26 '41

U.S. remittances of foreign companies; tabulation. Nat Underw 45:24 Mr 6 '41

Forms, blanks, etc.

Trends in enclosures for premium notices and receipts. J. R. Morris. East Underw 42:6+ O 3 '41

Insurance requirements

Counsel survey fire and casualty insurance needs of life companies. F. O. Affeld. Nat Underw 45:17+ Je 5 '41

Investments

Federal Reserve recommendations; aspects of potential effect on the monetary situation and on insurance company portfolios. W. E. Roesch. Spectator (Property ed) 6:12-13+ Ja 9 '41; Same cond. Spectator (Life ed) 146:24-5 Ja 16 '41

Illinois bill would aid domestic companies. Nat Underw (Life ed) 45:10 Mr 14 '41

Over SEC hurdle; International paper co.'s bond sale to insurance companies. Business Week p73+ Je 14 '41

Summary of ownership of government securities by type, by call classes, and by tax-exemption provision. Comm & Fin Chr 152: 3576 Je 7 '41

Treasury survey of holdings of large banks and insurance companies of securities issued or guaranteed by the United States as of April 30, 1941. Comm & Fin Chr 153:178-9 Jl 12 '41

Valuation

Commissioners approve standards for bond amortization eligibility. East Underw 41:30 D 20 '40

Commissioners set up rules for real estate. East Underw 41:22 D 6 '40

Harrington rules on compiling statements in Massachusetts. Ins Field (Fire ed) 70:11 Ja 23 '41

Jack up rule on low priced bond valuation. Nat Underw 45:4 Je 12 '41; Same. Nat Underw (Life ed) 45:4+ Je 13 '41

New York fixes valuation of bonds in annual exhibit. Nat Underw 44:12 N 28 '40; Same. East Underw 41:21 N 29 '40; Same. Nat Underw (Life ed) 44:4 N 29 '40

Will make no changes in Canadian valuations. East Underw 42:9 Ag 22 '41

Legal service

Arkansas lawyers accused of putting over legislation on insurance adjustments. Weekly Underw 144:751 Mr 29 '41

Bar association loses adjusting test; Wisconsin court defines sphere in which lay adjusters may function. Weekly Underw 143:1193+ N 23 '40; East Underw 41:31 N 29 '40; Nat Underw 44:13 N 21 '40

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Claim adjusters and the practice of the law; digest of recent cases. J. L. Roesch. Spectator (Property ed) 6:26-8 D 12; 26-7 D 26 '40
Opinion on practice of insurance company issuing power of attorney. J. Conway. Weekly Underw 143:1195 N 23 '40
Settlement arranged by attorney retained by insurer to defend damage suit held not binding upon assured. Weekly Underw 144: 1449 Je 14 '41

Management

American Druggists settlement reached; litigation against directors. Nat Underw 45:7 Ag 21 '41
Field man suggests companies employ experts in collection work. Nat Underw 44:22 N 21 '40
For the executive who needs more time; mechanizing the correspondence department. il Am Business 11:24-5 O '41
Resistance to change. J. A. Diemand. Weekly Underw 145:745+ O 11 '41; Abstracts. Nat Underw 45:21+ O 9 '41; East Underw 42: 39, 50 O 10 '41
Stevenson explains administration of Penn Mutual Life. C. Axman. East Underw 42: 1+ Je 27 '41
Viewpoint of buyer on current methods. W. A. Sullivan. Ins Field (Kansas City Conv Daily ed) 70:1+ O 15 '41; Abstract. Nat Underw 45:43+ O 16 '41

Multiple line writing

Travelers has made no decision on Illinois issue. Nat Underw 45:17+ Ag 7 '41; Same. Nat Underw (Life ed) 45:4 Ag 8 '41

Officials

Alexander Patterson made vice-president Mutual life, N.Y.; Eric Johnson vice-president of Penn Mutual Life; other changes. East Underw 42:1+ Je 13 '41; Nat Underw (Life ed) 45:1+ Je 13 '41; Weekly Underw 144:1436, 1438+ Je 14 '41
Brief review of events occurring in 1940; official changes, new companies, etc. Weekly Underw 144:10-14 Ja 4 '41
Changes in official ranks bring new figures into prominence. Ins Field (Fire ed) 70: 13+ Ja 2 '41
F. J. O'Neill 25 years with Royal Indemnity. East Underw 41:36 D 13 '40
1940 brought many changes in official ranks. Ins Field (Life ed) 70:11-12 Ja 3 '41
Pen picture of some London insurance men. V. Dover. East Underw 42:23-4 My 16; 23 My 23 '41
Presidents of Columbus, Ohio, life companies. pors East Underw 41:30 D 6 '40
Three new vice-presidents appointed by the Mutual life of New York. pors Weekly Underw 145:1040 N 1 '41; Nat Underw (Life ed) 45:1+ O 31 '41
We have with us today; interesting personalities in the life insurance business. pors East Underw 41:14-15+ D 6 '40
Who directs the destiny of legal reserve life insurance? M. S. Carroll. il Spectator (Life ed) 146:6-9 Ap 24 '41
William B. Miller new president of Virginia F. & M. Weekly Underw 143:1204 N 23 '40

Political activities

Insurers' political activity in campaign; abstracts. L. H. Pink. Nat Underw (Life ed) 45:1+ Ja 17 '41; East Underw 42:2b Ja 17 '41

Public relations

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Cutting tools
Drilling and boring machinery
Feed mechanism
Gear cutting machines
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Conveying machinery
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Couplings
Cranes, derricks, etc.
Crankshafts
Crushing machinery
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Dredges
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Pumps
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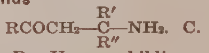
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Castings—Cleaning
Pickling (metals)
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Enamel and enameling
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Metal protection
Pipe coating
Plating

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Gear cutting
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Machine tools
Machine work
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Grinding
Honing
Lacquer and lacquering
Metal cleaning
Metal coating
Metal coloring
Metal protection
Pickling (metals)
Polishing
Sand blast
Steel—Finishing

Patents

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Bonderizing
Chromium plating
Corrosion and anticorrosives
Electroplating
Enamel and enameling
Galvanizing
Metal coating
Paint, Protective
Pipe coating
Pipe lines—Protection
Rubber lining
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Molybdenum

Open hearth process

Ore treatment

Pickling (metals)

Refractory materials

Silver metallurgy

Sintering

Sintering machines

Slag

Smelting

Steel metallurgy

Tailings

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Bismuth
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Mines and mineral resources
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Ore deposits
Pickling (metals)
Platinum
Platinum metals
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Precious metals
Radium
Rare earth metals
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Silver
Slag
Sodium
Solder and soldering
Solutions, Solid
Steel
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Strength of materials
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Science—Methodology
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Home builders organize. Am Bld 62:21 D '40

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Botany
Geology
Marine biology
Paleontology
Zoology

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Chemicals
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Forests and forestry
Fuel
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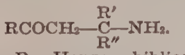
Keto-carbinamines,  $RCOCH_2—\overset{R'}{\underset{R''}{C}}—NH_2$. C. E. Rehberg and H. R. Henze. bibliog Am Chem Soc J 63:2785-9 O '41
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Fish oil
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Gas oil
Gasoline
Linseed oil
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Menhaden oil
Oil, Insulating
Oil fuel
Oiticica oil

OIL and fats—See also—*Continued*

Oleomargarine
Olive oil
Palm oil
Palmarosa oil
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Crushing
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Hydrocarbons
Kerosene
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Oil fuel
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Friction
Gases
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Geophysics
Hydraulics
Hydrodynamics
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Liquids
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Mathematical physics
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Pipe lines
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Piping (power plants)
Plumbing
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Pipe fitting
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Pipes
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Dairy products
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Mail order business
Market stores
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Merchandizing
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Floors—Anti-slip surfaces
Foremen—Safety work
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Hand—Protection
Inflammable liquids
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Insurance, Automobile—Preventive work
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Ladders
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Automobiles
Aviation
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Trade waste
Water pollution

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Corporations
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Banks and banking—Stock
Bonds
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Speculation
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Stocks, Preferred

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Felt
Fireproofing of textiles
Glove fabrics
Knit goods
Linen fabrics
Lining fabrics
Linsey fabrics
Mildew
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Price cutting
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Price policies
Restraint of trade
Sales policies

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Jobber relations
Marketing
Sales policies
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Arbitration, Industrial
Association of Catholic trade unionists
Company unions
Congress of industrial organizations
Cooperation
Industrial relations
Insurance agents—Unions
Labor and laboring classes
Open and closed shop
Picketing
Strikes
Trade agreements

also names of unions, e.g.

Amalgamated clothing workers of America
International brotherhood of teamsters, chauffeurs, warehousemen, and helpers of America
International ladies' garment workers' union
Steel workers organizing committee
Transport workers union
United automobile workers of America
United retail and wholesale employees union
United rubber workers of America

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Packing houses—Waste

Paper mills—Waste

Petroleum—Water problem

Petroleum refineries—Waste

Refuse disposal

Sewage disposal

Sewage disposal plants

Sewerage

Soybean waste

Sulfite liquor

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Water pollution

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Delivery of goods
Electric railroads
Freight car service
Freight cars
Freight ships
Gasoline pipe lines
Harbors
Highway transportation
Mechanical handling
Merchant marine
Mine haulage
Motor bus lines
Motor ships
Motor trucks
Motor trucks in freight service
Motor vehicles
Packing for shipment
Petroleum pipe lines
Pipe lines
Pneumatic conveying
Ports
Postal service
Railroads
Rapid transit
River traffic
Road traffic
Roads
Shipping
Ships
Steamboat lines
Steamboats
Street railroads
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Dams
Droughts
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Filters and filtration
Filtration plants
Fire service (water supply)
Hot water supply
Hydrants
Hydraulic engineering
Irrigation
Plumbing
Pumping machinery
Pumping stations
Pumps
Railroads—Water supply
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